

Is Beef High and if so Why Is It?

Vol. 77

Facts in the Situation  
Discussed on pp. 21 and 27

No. 25

# THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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DECEMBER 17, 1927



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**M**AY the approaching  
Holiday Season bring  
joy and contentment  
to all our friends and may its  
glorious spirit radiate happi-  
ness throughout the coming  
year.

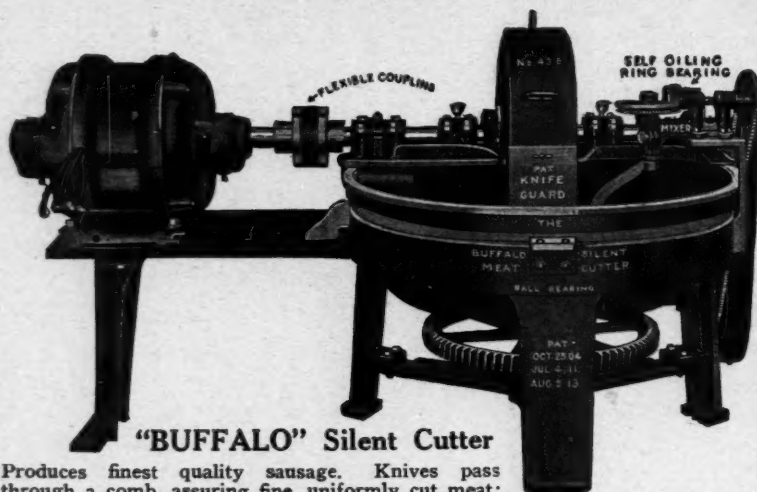
OPPENHEIMER CASING CO.

*Harry Oppenheimer*  
PRESIDENT

CHICAGO NEW YORK TORONTO LONDON WELLINGTON  
BUENOS AIRES HAMBURG TIENTSIN SYDNEY

*Factories and Agencies throughout the World*

Curing S. P. Meats — What Are Up-to-Date Methods? See  
p. 23

**"BUFFALO" Silent Cutter**

Produces finest quality sausage. Knives pass through a comb, assuring fine, uniformly cut meat; no lumps or cords.

*Modern, new  
packing plant  
installs  
"BUFFALO"  
Machines!*

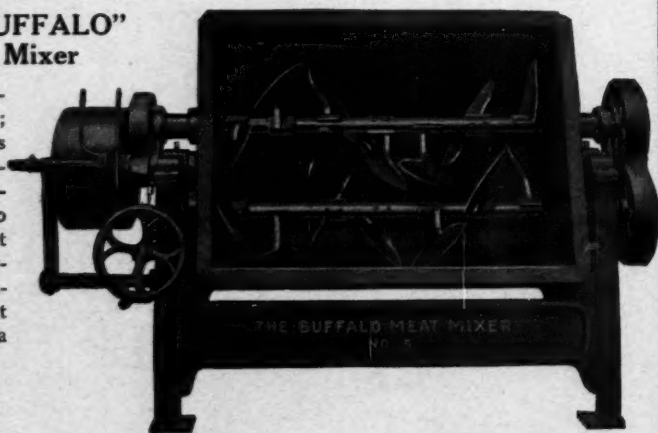
**"BUFFALO" Grinder**

Built heavy and powerful. Takes toughest chunks of meat through fine plate in one operation. Drainage flange prevents meat working out of cylinder into bearings.

**T**HESE "BUFFALO" machines have been installed in the new plant of the Bloomington Packing Co., Bloomington, Ind., announcement of whose formal opening was recently made in the pages of this magazine

**"BUFFALO" Mixer**

Center tilting hopper; paddles scientifically arranged to give meat most thorough mixing. Built to last a lifetime.



For full information about what "BUFFALO" machines can do for you

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*Patentees and Manufacturers*

**50 Broadway,  
Buffalo, N. Y.**



*add out*

# THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

PUBLISHED EVERY SATURDAY

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Vol. 77

Chicago and New York, December 17, 1927

No. 25

## Wrong Ideas About Beef Prices Corrected

The hotel association of the city of Boston has passed a resolution under which a card protesting present prices and quality of beef is to be placed on the menu cards of member hotels.

This card will state that "the beef situation in Boston is very serious at present. Prices are higher and quality is poorer than at any time in many years. It is therefore recommended that the public refrain from ordering beefsteak or roast beef until such time as conditions improve and the quality and prices return to normalcy."

In Philadelphia the Atlantic & Pacific Tea Co. chain stores have published in a large advertisement a statement calling attention to "record" beef prices, and advising their patrons that better values can be had in other foods.

This attitude on the part of these large handlers of beef has brought forth protests from the National Live Stock and Meat Board, the Corn Belt daily newspapers and other organizations.

### Livestock Leaders Protest.

In this connection J. H. Mercer, chairman of the National Live Stock and Meat Board, issued the following statement regarding the beef situation this week:

"While it is true that beef prices are higher than the prices of some other meats at this time, notably pork, there is no cause for alarm.

"The fact is that receipts of cattle this year have been running about 10 to 12 per cent short of a year ago.

"Excellent pasture and range conditions have encouraged the holding of cattle on grass and continuing them on grain feed later. This combined with high prices for feeder cattle, greatly reduced the number of cattle going to feed lots early this fall.

"As a result, supplies of long fed cattle have been temporarily short and beef prices, especially the prices of the choicer grades, are on a higher level than they were last year. However, even at the higher levels I believe that beef, when its palatability and high nutritive value and strength-giving qualities are considered, is a relatively economical food. Moreover, there is plenty of good quality beef available at reasonable levels.

"Since the war, the cattlemen of this country have passed through a severe and lengthy period of losses. Their situation is improved now and the National Live

Stock and Meat Board does not believe that the consumers of this country will undertake any boycott at this time or do anything that will react harmfully to this most important branch of agriculture."

### What the Farmer Says.

The Corn Belt dailies made their protest to these organizations from the standpoint of the farmer, in the following statements, which are of equal interest to the packing industry:

"City of Boston Hotel Association, Boston, Mass.:

"We note action of your association against beef. Do you realize it is unfair to the farmer, who is just emerging from seven years of losses? Beef is not as high as union wages, both measured by 1913 standards. It is easy to start an agitation against high food prices.

"May we have your assurance that you will cooperate in helping rather than in hurting the farmer?"

To the Great Atlantic and Pacific Tea Co. the communication read as follows:

"Corn Belt farmers, many of whom patronize your stores, are concerned regarding your attitude toward beef as expressed in your advertisements in Philadelphia papers of Dec. 8. Based on 1913 averages, do you realize that beef at present prices is not as high as union wages?

"The farmer has had hard times for seven years. It is easy to start an agitation against high food prices, but it is unfair to the farmer to contribute to that agitation. May we have your assurance that you will cooperate in helping rather than in hurting the farmer?"

### STATEMENT OF PACKER HEAD.

In commenting on the current cattle and beef situation Oscar G. Mayer, president of the Institute of American Meat Packers, said: "With a temporary scarcity of long-fed animals the prices received by

producers for their cattle now are at the highest levels in history, except during the war period. Choice heavy steers are costing packers fully 60 per cent more than a year ago, and choice steers of lighter weight nearly 50 per cent more than a year ago. Other grades of steers, as well as cows and heifers, also are substantially higher than they were last year.

"The chief reason for this higher level of prices is a decrease in receipts of cattle at the principal livestock markets for the year to date as compared with the same period last year.

"The reason for the greater increase which has occurred in the prices of choice cattle is the greater shortage in this grade. Excellent pasture and range conditions during the late summer and fall months encouraged producers to feed their cattle on grass somewhat longer than usual and continue them on grain feed later. Feeder cattle, which were relatively scarce, also were high in price at that time.

"These factors together operated to reduce greatly the number of cattle going to feed lots early this fall. This accounts for the present temporary shortage of choice grain fed cattle.

"However, even though beef prices—particularly the price of the choicer grades—are higher now than they were a year ago as a consequence of the higher prices paid for cattle, there is available plenty of good palatable beef at reasonable levels.

"The cattlemen of this country have passed through a long, severe period of loss since the war. Although the packer finds it difficult to handle at a profit to himself the beef from the animals now being marketed, the present situation naturally is in the cattleman's favor, and it would be inequitable and unjust to allow any false impression to be spread as to the causes for present prices. Any harmful reaction against this most important branch of agriculture would be an injustice to the farmer."

## Sausage Casings Houses Form Association

The National Sausage Casings Dealers Association was organized at New York City on December 7 at a meeting held in the headquarters offices of the National Association of Credit Men, with which the casing dealers have affiliated themselves for credit purposes.

Among the members of the new organization are virtually all of the prom-

inent casings houses in the United States. The purposes of the association are best described by the following extract taken from its code of ethics:

"To conduct each and every transaction so that the members of the Association and the trade as well will recognize that one of the principal objects is to promote confidence between members and their cus-

tomers by conforming to the highest possible ethical standards.

"To apply intelligently the fundamental principles of good credit and to exercise prudence, care and equity in the handling of credits and the administration of the affairs of embarrassed or insolvent debtors.

"To furnish promptly and freely credit information to other members selling the same accounts, so that all the members may be properly guided in passing on applications for credit accommodations.

"To assist worthy debtors who become financially involved or embarrassed, but to prosecute to the fullest extent those guilty of practicing fraud in obtaining merchandise on credit.

"To endeavor, through cooperation, to eliminate trade abuses and unethical practices in the industry and in no instance to seek to take undue advantage of a fellow member or customer.

"To form contacts with the proper departments and officials of the Federal Government for the purpose of intelligent cooperation on all regulations affecting the industry."

The headquarters of the association will be at No. 1 Park Avenue, New York City, at the offices of the National Association of Credit Men. E. Balestier, Jr., has been elected executive secretary of the organization.

#### NEW ZEALAND BARS CASINGS.

A restriction has been placed on the importation of sausage casings into New Zealand, presumably on account of the presence of swine diseases in certain countries of export.

The chief veterinary surgeon of New South Wales calls attention to this restriction in the following communication:

"Information has been received from New Zealand that restrictions have been placed on the importation of sausage casings into that country.

"No such casings will be admitted unless accompanied by special declaration signed by the owner, secretary or manager of the slaughtering premises to the effect that they were suitable for human consumption and free from disease, and that the pigs had undergone veterinary inspection.

"This declaration must also be accompanied by a further declaration signed by a Government veterinarian certifying that he has no reason to doubt the correctness of the mentioned particulars.

"Full information and the forms required can be obtained from this office.

"In all probability this action has been taken by New Zealand on account of the presence of swine fever, and forms another indication of the necessity for controlling infectious disease."

#### PACKER VETERAN PASSES.

Charles L. Adams, general superintendent of Jacob E. Decker & Sons, Mason City, Iowa, passed away at his home in Mason City on December 11 at the age of 59 years, after an illness of several years. In spite of his health "Charley" Adams, as he was affectionately known throughout the industry, carried his operating responsibilities at the plant up to a month ago. Like a good soldier in the packing game, he "died with his boots on."

He had been a leading and progressive figure in the operating end of the industry for many years. Anything suggested



THE LATE CHARLES L. ADAMS.

for the improvement of the plant or the product always met with his earnest consideration and sympathetic attention.

He was not of the class which has had so much to do with holding back the progress of the industry—the type of packinghouse man who scoffed at new methods and improvements. "If it's new it's no good" was not his motto.

Neither did he have that failing of so many packinghouse men of considering first cost a bar to further savings through improved methods and labor saving. And in these policies he was backed up by his executives, so that the Decker plant came to be a model in many respects, visited by those anxious to observe the latest and best methods.

In the earlier days he was superintendent of the Agar plant at Des Moines, and later with the Fowler Canadian company at Hamilton, Ont. He had been operating head at the Decker plant for 9 years. He is survived by his wife, three sisters and seven children.

A tribute paid to him by an old friend and associate, John W. Hall, is as follows:



THE LATE J. L. McCABE.

"He was an outstanding packinghouse man, but he was loved for himself as well as for his energy and capacity in his chosen field. Any suggestion made to Charlie that had possibilities was always met by his saying, 'We will try it out.' His kindly personality made every one that came in contact with him, warm personal friends. His unfailing courtesy, tact, patience, good judgment and fairness, his unselfish devotion to his business, made us all his admirers and partisans.

"Charlie Adams made it better to live. His many admirable talents we need scarcely stop to recall. His heart was always full of concern for others and his life full of good deeds for those about him. Work with him was a joy; he put a fine intelligence to every task."

#### PACKER SALES VETERAN DIES.

J. L. McCabe, for more than 25 years actively connected with the meat packing industry as a sales executive, died at his home in Memphis, Tenn., some weeks ago. While engaged in the brokerage business at the time of his death, handling packinghouse products primarily, Mr. McCabe had made an enviable record for himself in the meat packing field.

His first connection was with the old Chicago Packing & Provision Co., where he started in a clerical position and remained for approximately two years. From there he went to the Schwarzschild & Sulzberger Co., being connected with the Kansas City end of their business.

At the expiration of five years he joined forces with the Jacob Dold Packing Co. as general sales manager and assistant to the late J. C. Dold. He resigned this position to return to the S. & S. Company, later Wilson & Co., first at Chicago and later as district manager with headquarters in Philadelphia. After about seven years in this position he was made vice-president and general manager of the Paul O. Reymann Co., Wheeling, W. Va., a subsidiary of Wilson & Co. Later he was transferred to New York City and placed in charge of that territory for his company.

While in New York he arranged to take charge of the newly organized Memphis Packing Corporation at Memphis, Tenn. After serving three years as vice-president and general manager of this company he entered the packinghouse brokerage field, establishing the business which bore his name.

Although suffering from a weak heart as the result of an attack of influenza, Mr. McCabe was the active head of his company up to the time of his sudden death.

The brokerage business will be continued under the firm name of J. L. McCabe by his three sons—John R., James F. and J. L. McCabe, Jr., all brought up in the business by their father as sound packinghouse merchandisers.

#### ALLIED PACKERS OFFICERS.

At its meeting in New York City this week the board of directors of Allied Packers, Inc., elected officers for the ensuing year as follows:

Chairman of the board, John A. Hawkinson; president, Frank A. Warton; vice president, Arthur W. Cushman. Mr. Hawkinson has been president of the company since its organization. Mr. Warton has been treasurer and in charge of the finances since 1920. Mr. Cushman has been general superintendent and operating executive.

The board of directors also voted to pay the bond interest due on December 31.



## Where Quality Sausage is Made

High Class Products Sold at Price  
Fair to Consumer and Producer  
Brings Success to Chicago Plant

### IV—Mickelberry's Food Products Co., Chicago, Ill.

**EDITOR'S NOTE.**—This is the fourth of a series of articles which will appear from time to time in THE NATIONAL PROVISIONER describing modern American sausage plants, their lay-out and their operators.

From a home kitchen to a plant containing 37,500 square feet of floor area; from a market basket to a delivery fleet of 22 automobiles; from a territory a man could cover on foot in one day to one included in a radius of 75 miles from the plant—this, briefly, is the history of the growth of the Mickelberry's Food Products Company, of Chicago, Ill.

Thirty-four years ago the production of the business was a few pounds of pork sausage a day. This was made in the kitchen of the home by the mother of the present owners of the business and was sold from a market basket from house to house by Wm. Mickelberry, the father.

Today the daily capacity of the business is 10,000 lbs. of pork sausage, in addition to numerous other meat products, including hams, bacon and lard. Quality products, sold at prices that would leave a fair profit, is the reason given for this record of growth.

#### How the Business Started.

The Mickelberry's Food Products Co. was started on the west side of Chicago in 1903 by Wm. Mickelberry. The beginning was humble. There was little or no capital to put into it. The progress made was due principally to untiring efforts and to the faith that goes with the knowledge that one has a product just a little bit better than any other similar product on the market.

The business grew, as it was bound to do, and a few people were employed. Soon the demand for Mickelberry's sausage had

increased until the limited facilities of the home kitchen could no longer keep pace with the production needs. When this point had been reached a small building located at 45th and Gross streets was rented and power equipment installed.

And still the business grew because people appreciated quality and were willing to pay for it. After seven or eight years at this location it became imperative that larger quarters be found where there would be increased manufacturing facilities and where provisions might be had for the future growth of the business.

In 1920 ground was purchased at Halsted street and Forty-ninth place where the first unit of the present plant was erected. In 1925 an addition was added to the original plant that tripled its capacity. It is in this location that the Mickelberry's Food Products Co. is doing business today.

#### A Modern Sausage Plant.

The building, located on a corner and facing east and north, contains two stories and a basement, is of fireproof construction throughout, and especially designed and constructed for the work to be done in it.

The exterior walls are of yellow face brick trimmed with cut stone and provided with an abundance of windows. The plant covers a ground area 100 by 125 feet. The roof and the floors in the original building are of concrete. The floors in the addition, built during 1925, are of brick. The fact that brick floors do not crack and can be repaired at less cost than floors of concrete influenced the management to use the former material for the new addition.

Automatic fire doors protect all openings between rooms.

On the first floor are located the sales office, the shipping room, the sausage kitchen, the stock cooler, the shipping cooler, the cooking room and the smoke-house.

The second floor is given over to the general office and a storage room for paper, cartons, spices, and other supplies. The basement contains the power plant, the curing cellar, the toilet rooms and the shower baths for both male and female employees.

#### Convenient Shipping Arrangement.

The stock cooler and the shipping cooler both open off the shipping room, as does the sales office. This is a very convenient arrangement and permits one man in the shipping room to handle all of the details of shipping and receiving goods. Everything coming into or leaving the plant must of necessity pass before the shipping desk. An elevator of large capacity connects the shipping room with the second story of the plant.

A garage connected with the plant affords storage capacity for nine trucks.

#### Layout of the Sausage Room.

The sausage room of the plant includes the entire side of the building east of the shipping room and is as light, airy, clean and attractive as it is possible to make it. The north half of the room is devoted exclusively to the production of pork sausage; the other half to a packing bench for pigs' feet and for the manufacture of frankfurters and other miscellaneous products in season.

The equipment in this sausage room includes four 500-pound stuffers—two Openheimer and two Mechanical—Buffalo grinders, Enterprise choppers and Buffalo mixers, together with stuffing tables, a rotary oven, stuffing and packing tables and the necessary miscellaneous apparatus.

The room and the equipment is so arranged that there is a continuous forward movement during the manufacturing process. When the meat comes from the



PLANT OF THE MICKELBERRY'S FOOD PRODUCTS COMPANY.

The walls are of yellow brick and the trimming of tile and cut stone. An abundance of windows have been provided. The inclosed loading dock is shown at the right of the picture.

stock cooler it may be taken through either one of two doors depending on whether it is going to the pork sausage department or is to be made up in some other form.

After passing through the processing equipment the sausage meat is taken to the stuffers in trucks. After being stuffed, made into patties or moulded, as the case may be, it moves along to the packing tables where it is placed in paper-lined cartons holding one pound and passes out the same door through which it was brought into the room into the shipping room and to the shipping room cooler.

#### Temperature Control Is Used.

Meats for frankfurters, luncheon roll, etc., pass from the stock cooler to the opposite end of the room and after being processed are taken out the same door to the cooking room or the smoke house as the case may be. Each of these rooms connects with the other and with the shipping room so that the finished product does not double back on itself on its way to the shipping room and the shipping cooler.

The same thought was given to routing the other products through the different departments and the different processing operations from the stock cooler back to the shipping room and the shipping cooler.

Hams, bacon and other products to be smoked are processed in nine smoke-houses, all of which are equipped with temperature controllers and recording thermometers. The company has found these latter instruments to be particularly valuable as an aid to producing meats of the highest quality and of uniform appearance and flavor. In this case the recording thermometers are used primarily as a check on the regulators, the charts being filed away to be referred to in the event any product develops faults after leaving the plant.

#### In the Power Plant.

In the power plant, located in the base-

## Selling at Home

The first aim of any business should be to develop near-by markets.

When all of the possible close-at-hand business has been secured then it is time to go after distant trade.

Many packers, sausage makers and other meat dealers in their scramble for business overlook opportunities close at hand and increase the territory in which they sell before they are justified economically in doing so.

Then they wonder why the cost of selling and distributing their products increase so rapidly.

Customers can be served better, advertising and distributing costs are lower, a closer check can be kept on trade conditions and accounts and profits are greater when business is done close to home.

*The grass on the other side of the fence often appears quite tempting, but that in the home field is generally just as good and to be had with less work and trouble.*

ment, are installed one 20-ton Baker and one 25-ton York refrigerating machines, as well as one high and one low pressure boiler. Both of the refrigerating machines, as well as all other mechanical equipment throughout the plant, are operated by individual motor drive. Steam from the high pressure boiler is used for cooking and other processing operations. The low pressure boiler is used only for heating the building.

In the sales office on the first floor are located the telephone switchboard, the information desk and the telephones over which orders are received. This office is entered from the main entrance to the plant and also opens into the shipping room. On the second floor is located the general office in which all of the accounting is done and the records kept. This is

supplied with all of the appliances and up-to-date office equipment necessary to handle the routine office work of the plant in an economical and efficient manner.

#### Lunchroom and Shower Baths.

A lunchroom and shower baths of sufficient capacity to care for the employees of the plant are features of the institution of which the management is very proud and which are well patronized by the workers. The lunchroom is particularly inviting. It is kept spick and span at all times. Coffee, milk and sugar are furnished without cost to the employees.

While it is not uncommon for meat manufacturing plants such as this to have shower baths for the male employees few provide such facilities for the female workers. In this case, however, this feature is very much appreciated by the workers, who take full advantage of it.

#### Up to Date Advertising Methods.

Advertising, the Mickelberry's Food Product Company has learned, is a potent factor in keeping old customers sold, creating new ones and in increasing the volume of sales. Billboards located at strategic points in the territory served by the company and the newspapers, particularly the rotogravure sections, are the mediums favored and most frequently used. The company does not hesitate to use full-page newspaper space when it is felt the expense is justified.

Each pound of meat products leaving the Mickelberry plant is forced to bear a proportion of the advertising expense, a definite per cent of the amount received for each pound of meat sold being set aside for publicity purposes.

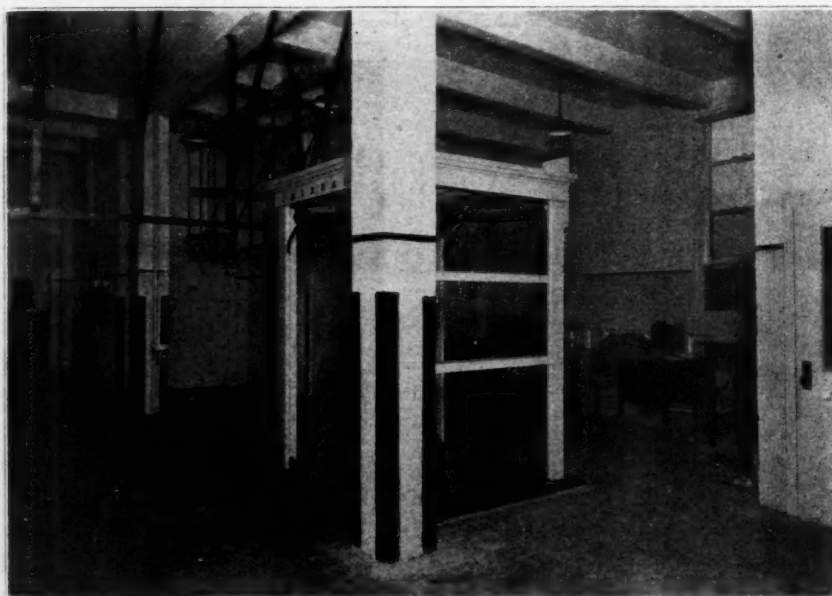
The entire output of the plant is sold within a radius of 75 miles of Halsted street and Forty-ninth place, the location of the business. There is in this territory a population well in excess of four million people. With this huge potential market at its very doors the management cannot see the advisability or the necessity of going outside of it in a search for new business.

#### Concentrated Sales Effort.

Better results can be had, it is felt, by concentrating all sales and advertising efforts in this limited territory. Therefore, until such time as the company feels it is securing from the Chicago territory all of the business that can be had from it, no effort will be made to develop distant markets.

In addition to the advantages to be gained by concentrating sales and advertising work in this limited territory, there is another and, in the opinion of the management, a very important advantage to be gained by such a policy. This is the personal contact that it is possible to establish with customers and the service, particularly in the matter of deliveries, that it is possible to render—both of importance in winning and keeping good will.

As is now the case the company is able to keep close watch of all conditions in the territory that influence business one way or the other and to take advantage of them; it can keep in close touch with customers and it can render to them a delivery service that they appreciate and



THE SALES AND RECEIVING ROOM.

All goods coming into or going out of the plant must pass before the desk of the shipping clerk. In arranging the plant convenience and economical operation was kept in mind. There is no doubling back during the manufacturing and processing operations.



that is of considerable importance to these customers.

#### Only Salesmen Are Truck Drivers.

The company employs no salesmen other than the drivers of the delivery cars. These men are held responsible for keeping old customers and increasing sales in the territories served by them. Not only must these men make their deliveries and take orders for future delivery but they must also spend a part of each day calling on dealers and others who are not customers and soliciting their business. The company is well satisfied with this method of disposing of its products.

In addition to over three thousand dealers handling meats from the Mickelberry plant, the company numbers as customers all of the better restaurants and hotels in the Chicago territory. Mickelberry's products also appear on the menu cards of every railroad leaving the city. These facts better than any other, perhaps, testify to the high quality of Mickelberry's hams, sausage and bacon.

#### Packing of the Products.

Sausage is packed in one-pound paper-lined cartons only. Links, patties and meat are the forms in which this product of the plant is marketed. The meat is put up in the form of a roll about three inches in diameter. This is wrapped in an attractive wrapper bearing the Mickelberry name and trademark before being inserted in the carton.

The patties run eight to the pound and are packed in the carton in two layers with paper between. The links are also wrapped in paper before being packed.

Pigs' feet are packed in glass jars. Hams, bacon and other products are wrapped, tied with printed string and tagged. Bacon is also sliced and marketed in one-pound paper-lined cartons.

Every effort has been made to design wrappers that are distinctive and attractive and in keeping with the high quality product inclosed in them.

#### Delivery Methods Are Modern.

The products of the firm are delivered to customers with 22 delivery trucks. These are kept clean and are attractively painted. Orders given one day are delivered early the next morning.

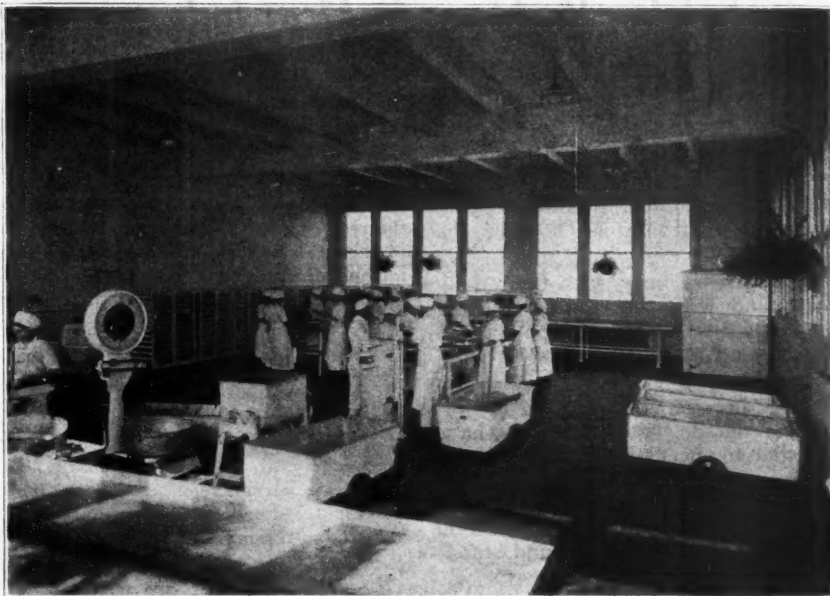
About 125 contented employees include the working force at this plant, the larger percentage being women. Neat blue and white uniforms are furnished to these latter workers without cost to them. Three changes of uniform are made weekly, the workers seeing to the laundering of them.

Employees who have been with the firm more than one year and less than two are given a week's vacation with pay. Those who have been in the employ of the company more than two years are given a vacation of two weeks with pay.

Up to a few years ago only pork sausage was manufactured. Due to the fact that pork sausage is seasonable an unsatisfactory situation was thus created, in that unbalanced activities resulted. During the fall and winter months the plant worked to capacity; in the summer there was little or no manufacturing activity. While the winter months were profitable the money made was often lost during the summer, and to further complicate matters it was extremely difficult to get and hold experienced employees.

#### Other Lines Added to Sausage.

In order to correct this unsatisfactory condition the management decided to produce other products which are consumed after the pork sausage season has closed. The list of products turned out was thus gradually added to, until now, in addition to pork sausage, it includes boiled



#### CLEANLINESS FEATURES THIS PLANT.

A corner of the sausage room in the plant of the Mickelberry's Food Products Co. Note the abundance of natural light and the clean inviting appearance of the room. Employees like to work under such conditions as these.

ham, frankfurters, bacon, sliced bacon, smoked hams, baked hams, smoked boneless butts, smoked sausage and luncheon meats, pigs' feet in glass jars and boneless brisket corned beef.

The business on these newer products has grown to the point where there are now no slack seasons; employees are kept the year around and the summer months are, as a rule, as busy as the winter ones.

The reasons for the success and the continued growth of this company are not difficult to find. The policy has always been to produce the best possible products; to sell these at a price that is fair to both the customer and the producer and render to the customers the best possible grade of service.

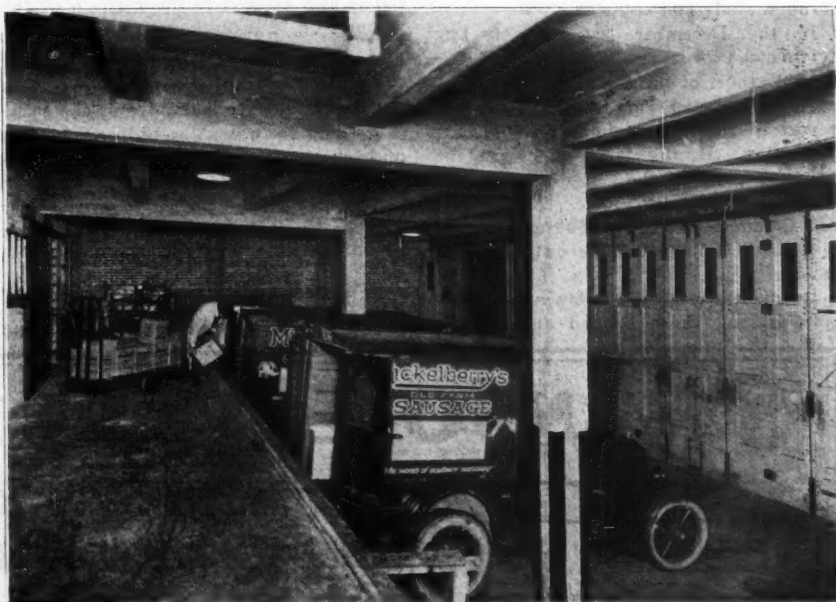
#### Reputation Built on Quality.

The reputation of the firm as manufacturers of the highest quality products was built up on Mickelberry's Old Farm Sau-

sage. Every precaution is taken to see that the quality of this product is not lowered for any reason whatsoever and this same care is also extended to the other meats sold. While the company's sausage is still the best-known product of the plant, the reputation for quality gained for it is rapidly being extended to the hams, bacon and other meats.

The plant is U. S. government inspected. The interior of the plant is painted with a gloss paint once each year. This not only improves the appearance, but it assists to diffuse the light from the numerous windows and thus is an aid to the production of better products. Absolute cleanliness and sanitation are insisted on, the entire plant being cleaned at the close of each working day.

The officers of the company are C. M. Mickelberry, president; C. W. Mickelberry, secretary, and O. C. Mickelberry, treasurer.



#### TRUCKS ARE LOADED UNDER SHELTER.

The loading dock at the plant of the Mickelberry's Food Products Co. is protected from inclement weather with garage doors on the exposed side. Regardless of the severity of the weather, the men loading trucks can work in comfort.

## Solving Problems in Meat Industry

### Study and Research Are Bringing New Facts to Light and Making Possible Improved Plant Methods

Many men in the meat packing industry have their eyes so close to the cloth that they do not see the pattern.

They are so busy with their daily tasks and with the routine of their jobs that they fail to appreciate possibilities and to vision future developments.

They become so engrossed in production details that they do not have the time to speculate on the problems of their work, to attempt to find solutions to them and to exercise their imaginations to simplify methods and processes and to improve and standardize products.

The problems of the meat packing industry are legion. During the past few years solutions to many of them requiring chemical and scientific research have been found. But there are plenty remaining that need investigating as steps in improving quality, standardizing products, decreasing costs and increasing efficiency.

#### Study Shows Steps Forward

Meat packing has reached the stage in its development where further refinement in processes and methods can come, for the most part, only through patient investigation, study and research by specialists.

To appreciate the magnitude of the work to be done it is only necessary to read of the activities of the committees of the Institute of American Meat Packers charged with the tasks of increasing the sum total of meat packing knowledge through study and research.

In the December 10 issue of THE NATIONAL PROVISIONER was published the annual report of the Committee on Packinghouse Practice and Research, and the report of the Sub-Committee on experimentation. In this issue are given the annual reports of the Sub-Committee on Packinghouse Practice, the report of the Sub-Committee on Recording and the report of the Sub-Committee on Standardization.

During the year the following subjects were among those studied and investi-

gated by these committees: Methods of processing meats to be exported without the resorting to the use of borax, the use of chemicals in scalding water, the proper method of shrouding beef, the causes of discoloration in sausage, how to paraffin sausage, recovery of grease from bleaching materials, rat extermination and the standardization of materials and supplies.

The reports of these committees are interesting as indicating the advancement of the industry. They showed the need for a concern to be continually on its toes and to take advantage of new facts as they are discovered and evolved, if it is to keep its place in the procession.

### Report of Sub-Committee on Packinghouse Practice

By S. C. Frazee, Chairman.

The work of this Committee has, in the main, been carried on by correspondence, and by visits of the Director of the Department of Packinghouse Practice and Research to Committee members.

A meeting was held in the early part of the year to discuss methods of processing meat for export to the United Kingdom without the use of borax. As a result of this meeting and subsequent correspondence with Committee members, a bulletin upon the subject was issued.

Members of the Sub-Committee have aided the Department greatly in the preparation of replies sent to members in response to inquiries regarding various operating difficulties. The members of the Institute are making increased use of this service. One of the results is the accumulation in the files of the Institute of a great deal of valuable information. This material is also utilized in the revision of the volumes on "Packinghouse Operations."

#### Members' Problems Solved.

Typical inquiries recently addressed to the Institute concern the use of chemicals in scalding vat water, the proper shrouding of beef, causes for discoloration in sausage, how to paraffin sausage, comparative results from smoking with wood, oil or gas, the handling of dried beef and sliced bacon, and the recovery of grease from bleaching materials.

A number of our members have been interested in methods of preparing animal glands and the possibilities of marketing

them. Others have asked for details regarding the manufacture of sausage in oil, and the wrapping of smoked meats in sealed packages.

The merits of boning boiled hams before curing have been investigated for others. Members approached by companies offering new types of lard bleaching reagents and salt containing various impurities have written the Institute for counsel.

Many inquiries come to the Department regarding proper interpretation of B. A. I. rulings and Board of Trade rulings. The Sub-Committee on Packinghouse Practice has been of a great deal of assistance in the formulation of clearer and more accurate replies to these subjects which might otherwise cause considerable controversy.

The Sub-Committee also has aided in the investigation of the possibilities of improving our present methods of slaughtering live stock and in the possibilities of the use of carbon dioxide ice for refrigeration purposes.

#### Rat Extermination Studied.

The eradication of rats and other vermin has always been a serious problem in packinghouses. Rats do inestimable damage, it is possible to gather together the latest established practice in the industry, age to produce and also to insulation. The use of hydrocyanic acid gas recently has been adapted to packinghouse conditions.

Members of the Sub-Committee have utilized this method, and the results were so satisfactory that it was decided to issue a bulletin calling the attention of the members to it. Details of the method were supplied to a number of the members upon request. It was not considered advisable to broadcast the details in a bulletin because of certain dangers connected with the use of this method.

The Sub-Committee also is working closely with a manufacturer of calcium cyanide from which it may also be possible to generate hydrocyanic acid gas under conditions prevalent to packinghouses.

Sub-Committee on Packinghouse Practice.

S. C. Frazee, Chairman.

Charles Adams

W. W. Bowers

Joseph Burns

A. W. Cushman

M. F. Dugan

Walter J. Graham

W. J. Graham

Edward Innes

E. T. Miller

L. F. Prior

H. D. Tefft

Howard M. Wilson

R. E. Yocum.

### Report of Sub-Committee on Recording

By R. F. Eagle, Chairman.

During the past year, the Sub-Committee on Recording completed the editing of the fourth volume of the operating series, entitled "Plant Operating Service and Control." This volume contains chapters covering subjects such as Power, Refrigeration, Insurance, Loading and Shipping, Inventories, Timekeeping, Stock-

(Continued on page 45.)

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## What's This About Beef?

Consumer reaction against higher  
beef prices is becoming apparent  
here and there.

So strong has this become in one  
Eastern city that the members of the  
local hotel association are suggesting  
to their customers that they refrain  
from ordering roasts and steaks until  
price and quality improve. In another  
city a large chain store has called  
attention in its newspaper advertise-  
ments to the fact that beef is at a  
record price, and suggesting other  
foods that cost less.

Prices of prime cattle have reached  
levels higher than in any other peace-  
time period, and this has had some  
influence on the market for the other  
grades. This, coupled with the fact  
that there is no real surplus of cattle,  
and that supply more nearly parallels  
demand than it has in years, has made  
a strong situation on all grades of  
cattle.

If everyone wants to eat steaks and  
roasts—even of the good and medium  
grades—then they will certainly have  
to pay a premium for their beef. But  
there is a lot of the beef carcass that  
is not porterhouse or sirloin or prime  
rib.

A little publicity and a little sales  
effort will do much toward spreading  
a stronger beef demand over all parts  
of the carcass. When this is accom-  
plished the price of all cuts will be  
better equalized, and there will be  
less complaint regarding cost.

For a long time packers have been  
literally giving away a lot of beef, and  
this unsatisfactory condition was re-  
flected in cattle prices. This year  
both packer and producer have had a  
better situation.

So far as the consumer is con-  
cerned, there are high-priced cuts and  
there are cuts that are much cheaper  
—and they are all good beef. There  
is something within the reach of  
every pocketbook, and it is of good  
quality.

Everyone in the selling end of the  
beef business, whether wholesale or  
retail, can help develop a better  
understanding and a better feeling  
about the higher costs for beef.

The charge has been made that  
along with the higher price the qual-  
ity is not so good. This, too, is un-  
warranted.

As the cattle industry passed  
through the deflation period it rid  
itself of its surplus stock. The bulk  
of this surplus was made up of the  
poorer grades of cattle. This year  
quality has been good as a result of  
better breeding and plenty of feed.

It is true that there are fewer large  
prime cattle than were formerly mar-  
keted, the kind that produce the  
heavy loins and ribs such as are com-  
monly used in the hotel and restau-  
rant trade.

But cattle production has developed  
along the line of consumer demand.  
Cattlemen are giving the public what  
it wants—smaller steaks and roasts  
of a prime quality. They cannot  
afford to produce many heavy cattle,  
because consumer demand will not  
absorb any considerable number at a  
price which will pay the cost of pro-  
duction.

**The beef trade can do two things in  
the present situation. It can help  
educate the public to a right under-  
standing of present conditions, and it  
can encourage a more extended buy-  
ing of the less expensive portions of  
the beef carcass.**

There seems no reason to "knock."  
Why not help?

## Bargains in Pork Products

Hogs have been plentiful and hoof  
prices have worked lower. This decline  
has done little to help the product market,  
and it is a question whether low hog  
prices are not as bad for the packer as  
they are for the producer.

These heavy hog runs have been com-  
ing to market at the season of the year  
when meat enters into unusually sharp  
competition with poultry, and at a time

when unusual pressure is placed on the  
consumer pocketbook. A combination of  
large supply and more limited demand is  
certain to work unfavorably on prices.

Fresh pork at wholesale is at a low  
level, and should be one of the best meat  
buys on the market at the present time.

Light loins wholesaled at Chicago this  
week at 15c and 16c a pound, and the  
heavier loins from 12c to 14c per pound.  
This enables the retailer to offer a big  
inducement to the consumer in buying  
pork chops and roasts.

The price situation on cured meats is  
little better than that on fresh. The Insti-  
tute of American Meat Packers pointed  
out only a few days ago that "smoked  
hams are now wholesaling about 25 per  
cent lower than a year ago. Bacon and  
smoked picnics also have declined sub-  
stantially." The statement further calls  
attention to the influence of the unfavor-  
able export market on the domestic outlet  
for pork products, and in turn on the price  
of live hogs.

Cooperation of all branches of the trade  
should do a good deal for the present  
market for fresh pork and cured product.

The consumer is faced with higher beef  
prices, and would naturally turn to pork  
if a proper price incentive is offered. It is  
an opportunity for nice turnover in the  
retail end of the business, in the process  
of which pork would be furnished to the  
consumer for less than other meats can  
be sold, and at the same time much-  
needed support would be given to the  
packer.

This period of plentiful hog supply and  
lower prices is a tempting one to the  
packer, so far as his future plans are con-  
cerned. He naturally wants to stock up  
his cellars and storage as a reserve against  
a period of lighter hog supplies.

Should he follow this plan he must bear  
this in mind:

If the hog supply dwindles soon enough  
for him to market this product before the  
carrying charge eats up his margin, then  
there will be a profit on the venture.

If, on the other hand, he must carry it  
for six months and then run the chance  
of unloading on a market no higher than  
the current one, then he will surely be  
out money!

**The packer who keeps his head above  
water on the low hog market and its ac-  
companying low product market is having  
a full day's work. And he will need to  
do a little extra thinking to outline a safe  
policy for himself on the operation of his  
freezers and curing and storage cellars.**

For the present, close cooperation in the  
industry is needed to market the current  
hog runs on an improved price scale.

# PRACTICAL POINTS FOR THE TRADE

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## Curing S. P. Meats

The curing of pork cuts in sweet pickle is still an inexact science.

Practice varies. There is variation in the strength of the pickle used, and in the proportion of materials going into the preparation of the pickle. What has been found to work to advantage in one plant does not always work as well in another.

Perhaps one of the greatest mistakes of the past has been the use of too much saltpetre or nitrate of soda. This has been true especially in the pumping pickle. As most of the ingredients used in the pumping pickle undoubtedly remain in the meat, the quantity of nitrate used need not be excessive. On the other hand, more nitrate should be used in the pumping pickle than in the curing or covering pickle.

So extensive has been the use of too much nitrate that the Federal Meat Inspection Service has placed a limit on the quantity that may be included in pumping pickle. The maximum must not exceed 10 lbs. to 100 gals.

### Use of Sodium Nitrite.

Sodium NITRITE has recently come into considerable prominence in the curing of meat, and its use has been formally authorized by the U. S. Department of Agriculture. The growth of sodium nitrite as a curing agent seems to be steady, which indicates that it may have a permanent place in the curing of meat.

Sodium nitrite, however, should be introduced into a plant only on a careful, small-scale, experimental basis and under capable guidance. It is a much stronger chemical than nitrate and accordingly must be used with greater precision.

To illustrate the smaller quantities of sodium nitrite that may be used in place of the nitrates, pumping pickles in general contain about 2 lbs. of sodium nitrite to the 100 gals. and covering pickle about 1 lb.

The only absolute limit which the government has yet made in the amount of this curing ingredient that may be used, is in the amount of sodium nitrite which may be present in the finished cured product. This is limited to 200 parts per million.

### Curing Formulas and Standards.

The making of curing formulas and their use is not longer held so secret as in the earlier days of the meat packing industry. The tendency in the industry now is toward the exchange of ideas and experiences in curing practice. As stated previously, there is great variation in the strength of cures, and curing practice, but the directions given here have been found to follow fairly representative practice.

While curing methods vary, certain standards are recognized by all packers. These standards, in the main, are:

- Sanitation.
- Chilling.
- Speed in handling green meats.

Uniformity of quality and quantity of curing mixtures used.

Unsanitary conditions breed bacteria, which will start decomposition in meat and curing mixtures. Coolers, benches, trucks, tools and curing containers must be kept clean, or trouble in cutting must be expected.

Hog coolers must be kept clean and free from moisture.

The filling temperature of the cooler should be low. Even if it is as low as 20 degs. F. there is no danger of freezing because the hot hogs raise this temperature very rapidly. The important thing is to see that the temperature is not too high when the hogs are run in.

### Objects in Chilling Meats.

In chilling two objectives are to be reached. First, the centers of the hams are to be chilled to 35 degs. without freezing any part of hog, and in the shortest space of time. Second, the product must be firm. This is to prevent unnecessary waste in trimming and cutting.

In 36 hours after killing hogs should be properly chilled and ready for cutting. Some packers have reduced their chilling time to 18 to 20 hours.

Temperature of the cooler and hogs must be taken at intervals prescribed by hog cooler temperature cards. Too much care cannot be taken to prevent freezing of any part of hog. If product is frozen in chilling, it will not take the cure until the frost leaves the meat, and as this takes time the frozen part will not be sufficiently cured to stand smoking at the prescribed cure age.

As soon as the animal is killed, the product begins to deteriorate. Chilling retards the process, while proper curing, at not over 38 degrees temperature, stops the process. Therefore, the shortest possible time should elapse between killing and the time product is placed in cure. After the product is properly cured, only abuse of it would overcome the keeping qualities acquired through the curing agents.

### Nature of Curing Materials.

Salt, sugar or sugary syrup, and saltpetre or sodium nitrate are the ingredients commonly used in curing mixtures. Vacuum pan salt, which is usually cheapest, is used for dry-salt curing, and when reduced to brine is used for all other curing. Salt is a curative agent and is used as such. White granulated sugar or specially designed curing sugar is used in curing choice brands of bacon, while plantation-clarified Louisiana seconds, centrifugals, raws and sugar syrup are commonly used in sweet pickled cures.

Saltpetre is a commercial term applied to two similar, yet distinct chemical combinations—India saltpetre or potassium nitrate and Chile saltpetre or sodium nitrate. Saltpetre is a curative agent and also produces color. As Chile saltpetre (known to the trade as double-refined nitrate of soda) is 16 per cent stronger than India saltpetre, a smaller amount should be used to produce the same result. 84 lbs. of double refined nitrate of soda will do as much curing as 100 lbs. of saltpetre.

The combination of the curing materials differs in each kind of cure. The proportions of ingredients used in each curing mixture and the amount of curing mixture used per hundredweight of meat must be constant to produce uniformly-cured product.

For instance, in curing hams a given amount of curing mixture is used per hundred pounds of meat, but the smaller hams are taken from cure earlier than the larger ones, so that the percentage of salt, saltpetre and sugar absorbed by the large and small hams is the same. As a rule,

the trade demands mild-cured meats, but they must be uniformly mild-cured meats.

### Use of Salometer.

The salometer is an instrument used to determine the density of pickle (proportion of salt in the solution) and has a scale in degrees from zero—which is pure water—to one hundred, or water saturated with salt at a given temperature.

Standardized salometers can be purchased gauged as follows: 0 to 40 degs., 40 to 70 degs., and 70 to 100 degs., to read correctly between 35 and 38 degs. F. The cost of this recording instrument is very small and everyone making curing pickle should have one.

### Some Points to Remember.

Hooks must never be inserted in the lean meat, as the incisions made leave pockets in which soaking water will lodge and become sour in smoking.

If hooks are used in handling the product they should be inserted just under the skin—in the case of hams and shoulders, under the collar; bellies, just under the skin at the shoulder end. Hooks should never be used in handling highest-grade product.

In using thermometers or pumping needles, they must always be inserted from the butt, toward the shank of hams and shoulders, and from the shoulder end toward the flank of side meats, for the following reasons:

The pocket made by the use of these instruments will always fill with soaking water, and unless the water drains out in the smokehouse, it becomes sour or discolors the product. As hams and shoulders are hung from the shank and side meats are hung from the flank, these pockets will always have free drainage if instruments are used as described.

### Curing Pickles.

[Editor's Note.—Curing formulas vary greatly. What works in one plant won't necessarily work in another. However, the following curing and pumping pickle formulas are fairly representative.]

Curing pickles (sometimes called covering pickle) for S. P. meats may be made up as follows:

	Ham.	Belly
Sugar, per 100 gals. finished pickle...	10 to 20 lbs.	10 to 20 lbs.
Refined sodium nitrate (Chile saltpetre) .....	4 lbs.	4 lbs.

Salt as required to make strength of 70 to 75 degs. on standard salometer, at 35 to 38 degs. temperature.

If potassium nitrate (India saltpetre) is used, the proportion should be 5 lbs. to 100 gals. of hams and belly pickles.

Pickle-making arrangements should include: First, a small vessel (tierce or vat cut down to the bilge) for mixing and sterilizing the curing ingredients, salt, sugar and saltpetre; second, a curing pickle mixture and chilling vat for each kind of pickle used. These vats should be piped for refrigeration and carefully measured to determine the quantity of pickle each vat will hold. In taking these measurements, it will be necessary to figure the displacement of refrigerating piping, brackets and plugs.

The curing ingredients in a dry state in proper proportions are placed in the sterilizing vessel and dissolved in 100 degrees plain brine, and thoroughly boiled. This insures thorough mixing, and at the same time sterilizes the mixture.

When the solution has been thoroughly boiled, strain through cheese cloth and pour or gravitate into the mixing and chilling vat, and add plain pickle and water to bring the finished pickle to the desired strength. Violent stirring will be neces-



sary to thoroughly mix the ingredients. This may be done by hand with a paddle, or by air.

When the pickle is finished, the temperature should stand at 35 degs. F., and is placed on the meat for curing at this temperature.

### Pumping Pickles.

Pumping pickle may be made as follows:

	Ham, Salometer 100.
Refined nitrate of soda, per 100	
gals. finished pickle.....	8 lbs.
Sugar .....	20 lbs.

Pumping pickle should be tested frequently, both in the pickle-making room and at the pumps to insure its being of proper strength.

Select light-colored clean sugar for pumping pickle. Dissolve the sugar and nitrate of soda in full-strength plain pickle, adding enough salt to offset the steam condensed in boiling. Boil the solution thoroughly and proceed with the finishing as described under curing pickles.

Curing time is another element that varies in different plants. On an average, 3½ days in cure to each pound of ham has been found to be fairly common practice. Some curers may find this too long a time while others will want to extend it.

### Pumping the Meats.

In describing the methods of pumping meats, the following terms are used:

"Stitch," meaning the insertion of the pumping needle into the meat.

"Stroke," meaning one complete up-and-down movement of the pump handle.

In pumping meats, a pump with a positive stroke is to be used, but arranged with several stroke limits, so that varied quantities of pickle can be injected into the meat per stroke by properly setting the stroke limits.

Careful tests must be made with each pump to determine the amount of pickle pumped per stroke at each position of the stroke limit, and instructions given to pumpers based upon these tests. In making these tests, pumped product must be allowed to drain one-half hour before final weighing.

One of the most important operations in curing is that of pumping, and too much time cannot be spent with the pumpers to make sure they understand and perform their duties faithfully.

S. P. regular hams and skinned hams should be pumped with four stitches, as follows:

First. One stitch, 2 strokes in the shank, depositing the pickle between the shank bones. If needle is inserted too far, pickle will be deposited between the skin and tissue of the shank and a white, salty spot will result when the ham is smoked.

Second. One stitch, straight down into the ham at the stifle joint.

Third. One stitch in the blood vein in the flank and parallel to the body bone.

Fourth. One stitch under the aitch bone the needle close to the aitch bone.

The number of strokes not mentioned in this operation are to be regulated so that from 5 to 6 per cent of pickle remains in the product after draining one-half hour.

Stroke limits will have to be changed with each average of product being pumped.

### Overhauling the Meats in Cure.

All S. P. joints are to be overhauled at five days of age and twenty days of age.

All S. P. bellies are to be overhauled at three days of age, ten days of age, and eighteen days of age.

If curing pickle drains from the meat, due to leaky containers or otherwise, new pickle should be placed on the product, reduced to the strength of pickle on similar meat at the same age.

## Color of Fresh Sausage

A Canadian packer asks if preservatives are necessary to hold the color of fresh sausage. He says:

Editor The National Provisioner:

Will you be kind enough to let us know if fresh sausage can be made to keep and hold its color without the use of a preservative.

I understand it is not used by some of the well-known sausage makers in the United States whose products are shipped to distant points.

Concerning pork sausage holding its color, it is assumed the inquirer refers to fresh sausage. There are several brands of fancy breakfast sausage on the market, but in no case is any particular effort made to produce a high color in this sausage, and no preservative is added.

It is true the sausage is handled very carefully, and quickly taken to storage coolers and hung under fans to properly dry and chill. This product should be packed, shipped and delivered to the trade very promptly.

When exposed to the light and air fresh lean pork meat such as is used in this grade of sausage has a natural tendency to turn gray, but the texture and flavor of the sausage, rather than the color, is what makes the sale.

## Why Greasy Frankfurts?

An Eastern subscriber is having trouble with his frankfurts becoming greasy after they are smoked and cooked. He says:

Editor The National Provisioner:

I am having trouble with my frankfurts being greasy on the outside after smoking and cooking.

I cure the beef for from 5 to 6 days, grind through 1-inch plate, using 6 oz. of saltpetre and 40 oz. of salt to 100 lbs. of beef. I then put the mixture through the ¾-inch plate of grinder and chop in cutter using 65 lbs. of beef and 30 lbs. of regular pork trimmings.

After the meat is removed from the cutter it is stuffed and smoked for 1 to 1½ hours. The product has a good color and is solid, but after cooking and removing from the cold water the exterior has a greasy appearance.

Will appreciate your telling me how I may remedy this trouble.

The inquirer desires to overcome the greasy appearance his frankfurts have after they are smoked and cooked.

## Frankfurt Costs

Are your frankfurts making money for you?

The only way to know is to make frequent tests. Cost of materials is likely to change overnight, and will cause a lot of trouble if you don't know at all times just what it costs you to make them.

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He states he uses 6 oz. of saltpetre to every 100 lbs. of beef. This amount of saltpetre would seem to be somewhat excessive. Apparently no sugar is used in the curing formula; many of the best sausage makers think this essential.

The following curing formula for frankfurts has been used with very satisfactory results:

For each 100 lbs. of meat:

2¾ lbs. salt

9 oz. sugar

3½ oz. nitrate of soda or saltpetre

½ gal. No. 2 ham pickle (50 degs. strength).

The proportion of 65 lbs. of beef and 30 lbs. of regular pork trimmings does not seem out of line. However, as the product has a greasy appearance after it is smoked and removed from the cook water, it is possible that the pork trimmings used are too fat.

The beef in the formula might be increased 10 lbs., reducing the pork trimmings accordingly. Or, reasonably lean pork trimmings could be used, as undoubtedly the fat renders out of the excessively fat trimmings during the cooking process and causes the greasy exterior complained of. This condition is sometimes responsible for the color fading quickly.

It is noted that the product is smoked from 1 to 1¼ hours. This is rather a limited time to smoke frankfurts, but as the inquirer gives no information regarding his equipment, it may be that he hangs the frankfurts close to the fire pit in the smokehouse. Should this be the case, the excessive heat would have a tendency to cause the fat trimmings to render and come to the surface after the cooking process. This, also, might be the source of the trouble complained of.

## Defrosting D. C. Bellies

A packer subscriber desires information on the best way to defrost bellies. He says:

Editor The National Provisioner:

We have some 6 to 10 lb. frozen green bellies in storage. We intend to dry cure these bellies in boxes, and would appreciate information as to the best way to defrost them.

The inquirer desires information concerning the handling of frozen bellies before dry curing.

Where frozen bellies are to be dry cured, they should be taken from the freezer and spread in natural temperatures until they are thoroughly defrosted. Then give the bellies a fancy dry cure.

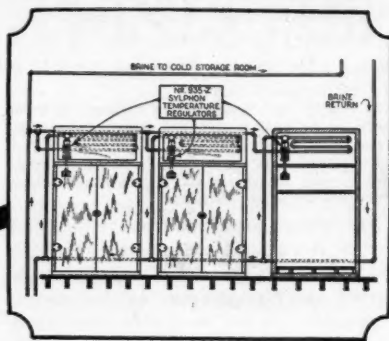
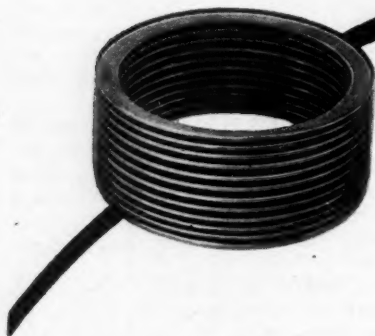
The time in cure on defrosted bellies can be reduced about one-third from the regular curing time specified for green meats that have not been frozen, due to the fact that the frozen product when thawed out is more porous, and the cure will penetrate the meat more rapidly.

(Complete instructions for making Fancy Dry Cured Bacon can be secured by subscribers by sending a 2c stamp to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill., with request for this reprint.)

What is the emulsion method of preparing sausage meats to increase binding qualities? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

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Crosby Valve & Engineering Co., Ltd., 41-42 Foley Street,  
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### TRADE GLEANINGS.

The Southers Packing and Provision Co., Wilmington, Del., has been incorporated with a capital stock of \$150,000.

The fertilizer plant of the New England Rendering Co., Brighton, Mass., has been completed. The cost of the building was \$40,000.

R. S. (Roy) Hathaway became actively interested on December 1 in the management of John Lewis & Co., meat packers, Spokane, Wash.

Damage amounting to \$170,000 resulted from the burning of a storehouse and 400 tons of cottonseed at the plant of Texas Oil Refining Co., Greenville, Tex.

Two cold storage buildings, the fertilizer plant and the tank house of the old Morris & Co. packing plant, Kansas City, Kan., now owned by Armour and Company, were destroyed by fire on the night of Dec. 7. The loss is estimated at \$1,000,000.

Directors of the Association of American Soap and Glycerine Producers, at a meeting held recently, voted in favor of the expenditure of \$1,250,000 in newspaper and magazine advertising as a part of a cleanliness campaign. The campaign is expected to start in February.

A recent item referred to the formal opening of the new plant of the Bloomington Packing Co., which is located at Bloomington, Ind., and not Illinois, as was stated. The capacity of the plant is 60 cattle, 300 hogs and 25 calves daily, and it is one of the most modern and up-to-date of the smaller plants of the industry.

An increase in the capital stock of the H. H. Meyer Co., Cincinnati, O., was authorized by the stockholders recently. The articles of incorporation of the company have been changed to permit of the issuance of \$500,000 of preferred stock. The company has announced the purchase of a lot adjoining the main plant on which a building will be erected.

E. J. Sauerbriet, sausage maker, Fond du Lac, Wis., has announced that due to the need for larger quarters he has taken a 10-year lease on a two-story garage building at 19-21 Fourth street. He will move his equipment to this location in the near future. The building which is 44 by 120 ft. in size will be remodeled. Considerable new equipment will be installed, it is understood.

### BOHACK NOT IN MERGER.

Reports in Eastern newspapers concerning an alleged merger of chain store interests included the H. C. Bohack Co., the big Brooklyn concern, in the plans. Mr. Bohack, who was in the West during the week adding to his poultry purchases for the holiday trade, asks THE NATIONAL PROVISIONER to deny these rumors as they affect his company. This company is one of the largest and most active in the field, having its own packing plant in Brooklyn, and has no intention of participation in any such combination.

### LIVESTOCK LEADER PASSES.

Ira Fitch Brainerd, president of the Pittsburgh Livestock Exchange for the past 26 years, died at his home in Salem, Ohio, on December 2. Mr. Brainerd was president of the Central Stock Yards Co. and a member of the firm of Brainerd Bros., livestock dealers with interests in Pittsburgh, New York, Philadelphia and Jersey City. For the last 17 years Mr. Brainerd served as an executive committeeman of the National Livestock Exchange, and recently was elected honorary president of that body for life.



# A Page for the Packer Salesman

## Who Is Best Customer? Salesman Says Well Informed Dealer Easier to Sell To

Research is not new in the production side of the meat packing industry, but little use of it has been made, as yet, to put the merchandising of meats on a more efficient and a more economical basis.

There are many phases of meat merchandising that might be investigated with profit. Consumer preferences, advertising trade territories, discounts, collections, displays, and retail merchandising means and methods are a few that come to mind in this connection.

Other industries are making use of research, study and investigation to expand sales, lower sales costs and improve merchandising methods generally, and there is no reason to believe that similar investigation would not be similarly worth while in the meat trade.

Here is a new thought on selling suggested by a meat salesman in a letter to THE NATIONAL PROVISIONER. It is that the well-informed retailer is a better customer and easier to sell to than is the one who makes no effort to keep in touch with affairs.

The thought is an interesting one, and would seem to offer some possibilities for gaining further information on an important merchandising problem. It suggests the idea that, if true, packers might find it profitable to do more work to help retailers they sell to be better business men.

This salesman writes:

Editor THE NATIONAL PROVISIONER:

Not so long ago several of my fellow meat salesmen and myself were discussing meat selling in general. During the conversation one of those present expressed the opinion that the better informed retailer is more difficult to do business with than is the man who makes no effort to keep in touch with economic and business conditions.

Their contention was that the retailer who keeps himself informed on prices, livestock runs and export and domestic demand knows exactly what he is doing, and that more convincing arguments and lower prices are necessary to get his name on the dotted line.

I do not know how general this idea is among meat salesmen. I hope not many of them believe this to be true. My experience has been just the opposite. In fact, I have been so convinced to the contrary that it is my opinion that the matter needed discussion in the columns of THE NATIONAL PROVISIONER.

If I am wrong I want to know it. If I am right I want others to have the facts.

**Best Informed Men Easiest to Sell.**

I had not been on the road long in my present capacity as a meat salesman until I discovered that the men easiest to sell were the well-informed ones. They have



a broader outlook and a better understanding of conditions. They know that business cannot exist without profits, and they are willing to meet the other fellow at least half way, it has always seemed to me, when prices are being discussed.

I talked over this subject with our sales manager on many occasions. At first he could not see the matter as I saw it, but gradually he came around to my way of thinking.

The outcome of the whole matter is that my company would now rather do business with the well-informed retailer—who keeps posted on general economic and business conditions, who reads the market pages and remembers what he reads, and who keeps his finger on the pulse of business generally—than the one who is “dead from the neck up,” and is satisfied to remain that way.

My company even tries to assist the dealer to get information by suggesting to retailers that they should read a trade paper which gives news of general trade conditions, livestock prices, the state of the provision market and provision prices, storage stocks, general commodity prices and other information of interest and value to him in his business.

### Keeping Customers Informed.

This plan has been in effect but a short time, but already it is showing results, it is believed. We salesmen hear less grum-

### Tips for Your Trade

*When you help your customers to sell more meats you also increase your sales. Here is a good merchandising tip you can pass on to them.*

In a certain retail market most of the items are priced in pairs.

For example: Bacon is “Two pounds for \$1.00.” Eggs are labeled “Two dozen for \$1.15. Cheese is “Two pounds for 67 cents.”

No prices are given for single pounds or for single items.

The manager claims this is the best merchandising stunt he ever tried.

“It is remarkable,” he said, “the way people react to silent suggestion. At least 35 or 40 per cent of our customers accept the invitation and buy ‘pairs,’ with a corresponding increase in sales and profits.”

And, besides, this practice serves as a constant reminder to the salesman to sell two items, when possible, instead of one.

bling and complaining about prices. Selling resistance is less. There is a very noticeable trend toward the more prompt payment of accounts when they come due. And there are less arguments for adjustments for short weight and other grievances.

We believe business men as a class are eminently fair. We think that they are coming to appreciate more and more the fact that no sale is complete until both parties to the transaction are satisfied.

They are learning that, if they are to prosper, the people from whom they buy, as well as the people to whom they sell, must also be prosperous. The three factors in the situation are dependent on each other to an extent that too few appreciate.

### Other Aids to Customers.

There are many ways by which the salesman may assist his customers to become better businessmen. He can give them merchandising tips, he can tell them how to do better advertising, he can prompt them on making collections. And the salesman can be very sure that whatever he does along this line will be reflected favorably in his sales. And the extent to which he profits in very likely to be in direct proportion to the efforts he makes to serve.

In the old days selling was selling. Today, it seems to me, the man who would move a large tonnage of meat must be a salesman, of course—but he cannot stop here. Today, I believe, the meat salesman must also be a merchandising expert, and be willing and have the ability to impart his knowledge to those to whom he sells.

This is true in the territory I serve. I have seen new men fail because they did not appreciate this point, and I have seen men who do not have a great deal of sales ability make a success because they have the happy faculty of helping the other fellow.

### And Then Everybody Profits.

This being true, it naturally follows that the better merchandiser a retailer is the more meat he is going to sell. And, it is obvious, the more he sells the more the salesman who serves him will sell. And merchandising ability is more likely to pair up with education than with ignorance.

I am interested to know what other salesmen think of this subject, and to know particularly what their experiences have been in selling to the man well-informed as to conditions in the meat trade. A discussion of the matter in the columns of THE NATIONAL PROVISIONER would be of interest and value to the meat trade as a whole, I believe.

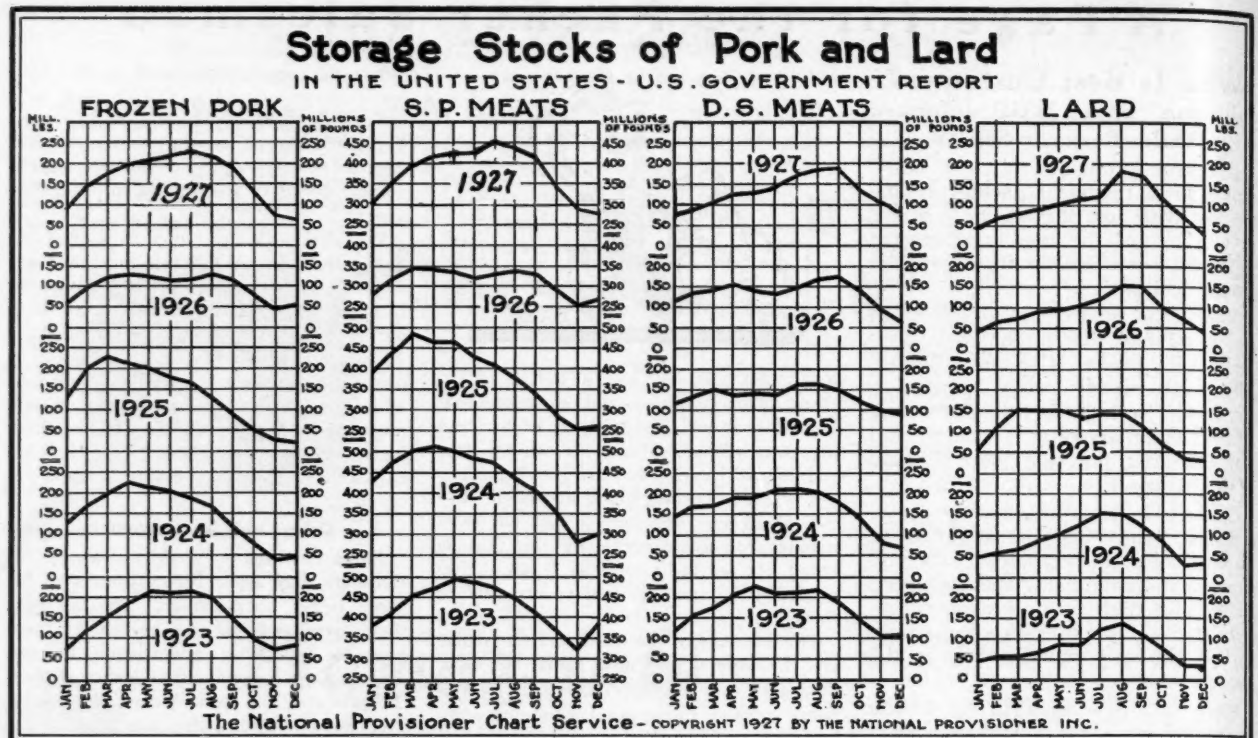
Yours very truly,

PACKER SALESMAN.

### GETTING THE PRICE.

Too many meat salesmen permit the prices at which competitors sell to worry them. The mistake they make is to give the customer the chance to discuss prices the first thing. When this happens the customer immediately makes comparisons with inferior meats selling at lower prices.

Prices have no meaning until quality, grade and value has been established. The first task of the salesman should be to sell his prospects on the value and merit of his goods. When this has been done—and not before—it is safe to discuss prices.



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of storage stock of fresh and cured pork products and lard for the year 1927 compared with the four previous years.

For the month of November the stocks of all meat and of lard declined sharply from those of the previous month. While the S. P. meat stocks are smaller than those of a month ago they showed less decline than was true of the other stocks.

Compared with a year ago stocks of meats are considerably heavier, while lard stocks are practically the same.

Frozen pork stocks continued their upward trend from the first of the year to a peak in July and declined rather slowly to the low point reached on December 1. This peak in frozen pork holdings was reached in 1924 and 1925 but considerably earlier in the year than was true of 1927.

Stocks of sweet pickle meats held to a high point through much of the year but have declined to a somewhat lower level than this product did in either 1923 or 1924, years of record hog runs.

The lard outlet has been poor throughout the year and especially unsatisfactory from a price standpoint. Unless there is an improved demand at a stronger price it would seem that a more limited lard production would be welcomed by the trade.

The year 1927 offered packers many trade problems. A combination of unusually high priced hogs and an outlet for meat products that was neither sufficient nor at a price high enough for satisfactory business operation resulted in large quantities of product being held in storage from month to month. Much of this

product was marketed at a sacrifice and in a period when declining hog prices naturally depressed the product market.

Packers are closing the year in the midst of heavy hog runs and generally lower price levels for their product. Yet consumption so far has been insufficient to absorb the green product on a good trade basis.

#### BRITISH PROVISION STOCKS.

Stocks of provisions on hand at Liverpool on Dec. 1, 1927, with comparisons for last month and last year, as estimated by the Liverpool Provision Trade Association, are as follows:

	Nov. 30, 1927.	Oct. 31, 1927.	Nov. 30, 1926.
Bacon .....	10,322 Cwts.	29,055 Cwts.	6,971 Bxs.
Hams .....	4,091 Cwts.	7,125 Cwts.	3,527 Bxs.
Shoulders .....	198 Cwts.	1,032 Cwts.	946 Bxs.
Lard (P. S. W.) .....	705 Tons.	916 Tons.	533 Tons.
Lard (refined) .....	776 Tons.	1,419 Tons.	2,712 Tons.

Imports into Liverpool for the month of November:

Bacon (including shoulders), Cwts. ....	24,721
Hams, Cwts. ....	23,636
Lard, tons .....	3,008

The approximate weekly consumption ex Liverpool stocks is given below:

	Bacon.	Hams.	Lard.
	Cwts.	Cwts.	Tons.
November, '27, Cwts. ....	8,234	6,223	880
October, '27, Cwts. ....	9,727	7,277	747
November, '26, Bxs. ....	3,681	1,860	934

#### DEC. 1 MEAT AND LARD STOCKS.

Stocks of frozen and cured meats and of lard on hand in the United States on December 1, 1927, with comparisons, are reported by the U. S. Bureau of Agricultural Economics, as follows:

	Dec. 1, '27.	Nov. 1, '27.	5-Year Av. Dec. 1, Lbs.
Beef, frozen ....	45,742,000	26,696,000	66,164,000
Cured .....	6,814,000	7,515,000	9,088,000
In cure .....	12,875,000	9,905,000	14,492,000
Pork, frozen ....	65,640,000	76,644,000	49,403,000
D. S. cured .....	35,144,000	56,880,000	33,278,000
D. S. in cure .....	42,001,000	44,033,000	53,966,000
S. P. cured .....	116,262,000	133,940,000	104,253,000
S. P. in cure .....	161,120,000	155,613,000	198,633,000
Lamb and Mutton, frozen .....	3,700,000	2,958,000	2,738,000
Misc. Meats .....	52,289,000	49,235,000	57,771,000
Lard .....	45,503,000	72,121,000	36,800,000

#### STOCKS IN COLD STORAGE.

The figures on which the chart on storage stocks on this page is based are as follows, in pounds:

	Frozen pork	S. P. pork	D. S. pork	Lard
1923.				
Jan. ....	72,278,000	377,107,000	121,126,000	48,808,000
Feb. ....	120,196,000	412,806,000	156,922,000	56,286,000
Mar. ....	164,877,000	451,278,000	178,024,000	50,101,000
Apr. ....	159,115,000	439,130,000	206,428,000	58,743,000
May ....	213,224,000	499,119,000	227,728,000	85,231,000
June ....	210,645,000	483,673,000	214,453,000	84,530,000
July ....	217,074,000	473,569,000	217,862,000	123,896,000
Aug. ....	195,002,000	449,441,000	221,716,000	143,579,000
Sept. ....	148,763,000	413,798,000	191,711,000	115,890,000
Oct. ....	96,715,000	367,974,000	146,974,000	72,008,000
Nov. ....	71,640,000	325,456,000	108,850,000	35,225,000
Dec. ....	82,068,000	384,064,000	110,824,000	35,317,000

	Frozen pork	S. P. pork	D. S. pork	Lard
1924.				
Jan. ....	129,783,000	433,726,000	147,487,000	49,822,000
Feb. ....	165,822,000	468,373,000	168,141,000	50,161,000
Mar. ....	199,428,000	509,658,000	188,145,000	68,537,000
Apr. ....	227,284,000	512,190,000	192,934,000	85,722,000
May ....	215,767,000	500,683,000	191,882,000	102,317,000
June ....	201,728,000	483,372,000	206,009,000	127,949,000
July ....	186,666,000	473,914,000	212,158,000	150,084,000
Aug. ....	164,491,000	443,705,000	202,002,000	150,243,000
Sept. ....	121,816,000	408,928,000	180,127,000	124,676,000
Oct. ....	77,986,000	351,485,000	135,702,000	83,108,000
Nov. ....	42,857,000	285,516,000	81,906,000	31,708,000
Dec. ....	48,656,000	300,264,000	76,900,000	31,042,000

	Frozen pork	S. P. pork	D. S. pork	Lard
1925.				
Jan. ....	128,585,000	396,414,000	117,982,000	60,243,000
Feb. ....	200,293,000	443,352,000	136,478,000	112,667,000
Mar. ....	232,131,000	494,349,000	150,679,000	132,485,000
Apr. ....	218,715,000	469,028,000	142,690,000	150,084,000
May ....	201,246,000	467,395,000	145,548,000	151,499,000
June ....	180,645,000	425,451,000	142,292,000	138,296,000
July ....	168,627,000	407,610,000	162,618,000	145,919,000
Aug. ....	131,935,000	373,227,000	164,874,000	145,924,000
Sept. ....	93,078,000	338,156,000	182,555,000	114,724,000
Oct. ....	54,455,000	284,592,000	128,288,000	71,338,000
Nov. ....	30,174,000	255,584,000	108,204,000	36,640,000
Dec. ....	20,905,000	290,641,000	96,905,000	33,911,000

	Frozen pork	S. P. pork	D. S. pork	Lard
1926.				
Jan. ....	97,050,000	294,642,000	119,617,000	42,475,000
Feb. ....	98,311,000	319,726,000	138,005,000	64,187,000
Mar. ....	120,115,000	345,061,000	144,071,000	76,148,000
Apr. ....	122,239,000	346,049,000	151,268,000	88,108,000
May ....	124,569,000	338,905,000	140,824,000	88,365,000
June ....	117,396,000	320,305,000	136,801,000	106,824,000
July ....	120,707,000	334,305,000	148,164,000	120,527,000
Aug. ....	133,104,000	340,687,000	168,882,000	153,872,000
Sept. ....	119,994,000	330,326,000	172,708,000	151,255,000
Oct. ....	77,073,000	293,106,000	143,872,000	105,558,000
Nov. ....	49,376,000	287,726,000	98,831,000	72,555,000
Dec. ....	55,294,000	297,767,000	67,006,000	46,836,000

	Frozen pork	S. P. pork	D. S. pork	Lard
1927.				
Jan. ....	97,050,000	306,904,000	68,203,000	49,992,000
Feb. ....	149,866,000	352,051,000	86,305,000	69,495,000
Mar. ....	177,876,000	392,642,000	101,156,000	77,108,000
Apr. ....	198,245,000	418,724,000	124,714,000	92,060,000
May ....	204,008,000	435,067,000	129,637,000	99,611,000
June ....	211,496,000	432,492,000	143,092,000	111,775,000
July ....	220,685,000	444,778,000	167,248,000	143,250,000
Aug. ....	214,428,000	440,782,000	185,963,000	179,029,000
Sept. ....	180,979,000	407,511,000	178,121,000	167,300,000
Oct. ....	126,887,000	341,460,000	140,414,000	116,717,000
Nov. ....	76,788,000	290,261,000	100,644,000	71,009,000
Dec. ....	65,640,000	277,382,000	77,145,000	45,503,000



# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Prices Decline—More Liquidation—Product Demand Slow—Hog Receipts Liberal—Hog Prices Easier.

The level of provision prices as affecting pork products has weakened during the past week, with new low levels made in the future markets in lard and ribs. The decline seemed to be the result of persistent liquidation with only a moderate outside demand. The lower prices apparently failed to stimulate any particular buying interest, while there has been evidence of quite pronounced January liquidation in lard.

The conditions have been very distinctly unfavorable for holders, and this had a naturally discouraging influence on demand of all kinds. The position of the market does not seem to have been clarified by the lower level. Demand is still slow and without evidence of being encouraged by the lower prices.

Quite a little attention was shown in the monthly report of total provision stocks. The grand total for the month of all meats was 541,787,000 lbs., an increase of 10,000,000 lbs. over last year at this time, but a decrease of 48,000,000 lbs. from the five year average. The amount of frozen pork was in excess of last year or the average, while the amount of pickled pork was under last year.

The total stock of lard reported was 45,503,000 lbs. compared with 46,744,000 lbs. last year and 36,800,000 lbs. for the five year average. Production of lard for the month was comparatively small, 101,470,000 lbs., compared with the five year average of 126,751,000 lbs. These figures, however, are not considered encouraging for prices due to the falling off in the export demand and the lack of encouragement for increased export demand or by the disappointing trade at the lower level of prices.

### Hog Receipts Lower.

Hog receipts the past week show a slight decrease from the previous week, but even with the decrease there was a further decline in prices. The total receipts of hogs since November 1 have been 3,186,000 head compared with 3,395,000 head at the leading markets last week, yet there has been a steady decline in prices all along the line. The fact that with more moderate receipts of hogs than last year and the not too burdensome stocks of product, it has been impossible to maintain the price level. This is depressing to the trade. Some cuts of meats are a little firmer, but this only applies to special cuts.

Chicago packing has increased a little with the total since November 1, being 827,000 head against 700,000 last year. As compared with the years prior to 1925, the packing is very disappointing, averaging anywhere from 300,000 to 600,000 below the figures for the corresponding time in the three years prior to 1925. Shipments of product from Chicago have decreased compared with the last year, the reduction in cut meats being 28,000,000 lbs. in less than a month and a half and in lard 17,000,000 lbs.

Receipts decreased somewhat from outside packing points, but a good portion of the decrease in shipments has been due to the small production. The fact that the shipments have decreased to a greater extent than the receipts is looked upon

as indicating that Chicago is still relatively a high priced market.

Hog prices are quite disappointing and are nearly down to the 8c level, almost 3½c a pound under last year. This is the lowest price in quite a number of years. The conditions have not developed in a satisfactory way for the feeders and the returns on livestock are going a long ways towards offsetting the better returns on feed grains. At present corn and oats and barley are higher than last year, wheat and hogs are lower.

Export interest is slow. Exports of lard the past week were 8,700,000 lbs. against 12,900,000 lbs. last year. The exports of meats were 3,900,000 lbs. against 4,500,000 lbs.

**PORK**—The market in the east was quiet and steady, with mess New York, quoted at \$34.50; family \$40.00@43.00; fat backs, \$32.00@35.00. At Chicago, mess pork was quotable at \$27.00.

**LARD**—The market was barely steady, with domestic trade fair. Export demand is limited. At Chicago, prime western was quoted at \$11.85@11.95; middle western, \$11.65@11.75; city, 11½c; refined continent, 12¾c; South America, 13¾c; Brazil kegs, 14¾c; compounds car lots, 12¾@13c; less than cars, 13¼@13½c. At Chicago, regular lard in round lots was quoted 55c under January, leaf lard, January price; loose lard, 85c under January.

**BEEF**—The market was firm, with a fair demand and light available supplies. At New York, mess was quoted at \$23.00 @24.00; packet, \$25.00@27.00; family, \$31.00@33.00; extra India mess, \$40.00; No. 1 canned corned beef, \$3.00; No. 2 at \$5.25; 6 lbs., \$18.50; pickled tongues, \$55.00 @60.00 nominal.

SEE PAGE 39 FOR LATER MARKETS.

### EUROPEAN PROVISION CABLES.

The market at Hamburg remains about the same, says James T. Scott, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the United States Department of Commerce. Receipts of lard for the week were 837 metric tons. Arrivals of hogs at twenty of Germany's most important markets were 113,000, at a top Berlin price of 13.84c a pound, compared with 75,000 at 16.65c a pound, for the same week last year.

The markets at Liverpool and Rotterdam were rather quiet.

The total of pigs bought in Ireland for bacon curing was 34,000 for the week.

The estimated slaughter of Danish hogs for the week ending December 9, 1927, was 120,000.

#### HAMBURG.

Stock.	Demand.	Price cents per lb.
Refined lard.....Med.	Med.	@13.61
Fat backs.....Exh.	Med.	@ 7.26
Frozen pork livers...Lt.	Med.	"
Extra oleo oil.....Exh.	Med.	"
Extra oleo stock.....Exh.	Poor	"

#### ROTTERDAM.

Extra neutral lard...Lt.	Poor	@16.02
Refined lard.....Med.	Med.	@13.29
Extra oleo oil.....Lt.	Poor	@19.11
Prime oleo oil.....Lt.	Poor	@16.93
Extra oleo stock.....Lt.	Poor	@16.02
Extra premier jus...Med.	Poor	@ 9.45
Prime premier jus...Med.	Poor	@ 9.10

#### LIVERPOOL.

Hams, AC light.....Lt.	Good	21.70@23.00
Hams, AC heavy.....Lt.	Good	21.70@23.00
Hams, long cut.....Lt.	Med.	22.13@23.44
Cumberland, light...Lt.	Poor	15.19@19.31
Cumberland, heavy...Lt.	Poor	15.19@19.31
Square shoulders...Lt.	Med.	15.19@16.06
Picnics.....Lt.	Med.	"
Clear bellies.....Med.	Poor	16.71@17.36
Refined lard boxes...Lt.	Med.	@14.10

\*Not quoted.

### CHICAGO MID-MONTH STOCKS.

Stocks of provisions in Chicago at the close of business on Dec. 14, 1927, with comparisons, are reported by the Chicago Board of Trade as follows:

	Dec. 14, 1927.	Nov. 30, 1927.	Dec. 14, 1926.
Mess pork, new, made since Oct. 1, '27, bris.	545	282	232
P. S. lard, made since Oct. 1, '27, lbs.	2,877,428	1,904,389	2,383,341
P. S. lard, made Oct. 1, '26, to Oct. 1, '27, lbs.	9,905,596	12,525,560	6,871,218
Other kinds of lard, lbs.	2,464,506	3,047,501	2,017,066
S. R. sides, made since Oct. 1, '27, lbs.	597,184	50,000	71,061
S. R. sides, made previous to Oct. 1, '27, lbs.	601,000	851,500	110,400
D. S. clear bellies, made since Oct. 1, '27, lbs.	6,245,317	5,517,204	1,884,402
D. S. clear bellies, made previous to Oct. 1, '27, lbs.	3,887,347	5,302,399	1,783,602
D. S. rib bellies, made since Oct. 1, '27, lbs.	1,327,032	586,588	172,497
D. S. rib bellies, made previous to Oct. 1, '27, lbs.	79,174	201,174	66,939
Ex. Sh. Cl. sides, made since Oct. 1, '27, lbs.	618,080	212,625	168,993
Ex. Sh. Cl. sides, made previous to Oct. 1, '27, lbs.	60,632	82,936	8,700

### PORK PRODUCTS EXPORTS.

Exports of pork products from the principal ports of the United States during the week ending Dec. 10, 1927, with comparisons, are reported by the U. S. Department of Commerce, as follows:

	Dec. 10, 1927.	Dec. 11, 1926.	Dec. 3, 1927.	Dec. 10, 1927.
M lbs.	M lbs.	M lbs.	M lbs.	
<b>HAMS &amp; SHOULDERS, INCLUDING WILTSHIRES.</b>				
Total	506	759	319	110,324
To Belgium	.....	.....	.....	473
United Kingdom	428	589	267	93,069
Other Europe	13	.....	.....	850
Cuba	23	57	20	6,139
Other countries	42	113	26	9,693
<b>BACON, INCLUDING CUMBERLAND.</b>				
Total	2,814	3,542	2,092	106,883
To Germany	.....	95	31	8,053
United Kingdom	2,204	3,276	1,770	53,127
Other Europe	570	187	265	20,771
Cuba	6	.....	4	18,193
Other countries	34	34	22	6,739
<b>LARD.</b>				
Total	11,731	11,608	6,038	624,838
To Germany	2,456	2,402	965	175,288
Netherlands	168	2,326	509	35,346
United Kingdom	6,441	3,365	1,777	204,968
Other Europe	1,510	1,401	1,458	48,389
Cuba	865	1,001	1,241	73,977
Other countries	291	1,113	367	86,870
<b>PICKLED PORK.</b>				
Total	292	176	400	26,062
To U. Kingdom	15	24	.....	4,139
Other Europe	.....	20	.....	951
Canada	173	111	374	6,553
Other countries	44	21	26	15,319

### TOTAL EXPORTS BY PORTS. WEEK ENDING DECEMBER 10, 1927.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	506	2,814	11,731	292
Boston	16	.....	193	2
Detroit	153	274	621	20
Port Huron	48	5	154	166
Key West	23	.....	765	.....
New Orleans	26	7	391	44
New York	20	2,518	8,871	.....
Philadelphia	.....	55	.....	.....
???????	220	10	681	.....
<b>DESTINATION OF EXPORTS.</b>				
Exported to:	Hams and shoulders, M lbs.			
United Kingdom (total)	.....	428	2,204	.....
Liverpool	.....	137	1,382	.....
London	.....	7	252	.....
Manchester	.....	7	.....	.....
Glasgow	.....	48	382	.....
Other United Kingdom	.....	229	188	.....
Exported to:	Lard, M lbs.			
Germany (total)	.....	2,456	.....	.....
Hamburg	.....	2,262	.....	.....
Other Germany	.....	194	.....	.....



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**\$300<sup>00</sup>**  
to  
**\$495<sup>00</sup>**

### MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Dec. 10, 1927, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Quarters of beef.....		3,498
Canada—Dressed calves.....		20
Canada—Lamb carcasses.....		1,050
Canada—Hog carcasses.....		103
Canada—Pork cuts.....		53,221 lbs.
Canada—Smoked meat.....		2,277 lbs.
Canada—Smoked bacon.....		136 lbs.
Canada—Frozen beef cuts.....		26,218 lbs.
Canada—Frozen beef livers.....		40,363 lbs.
Canada—Sweet pickled pork.....		2,730 lbs.
Canada—Cured hams.....		3,000 lbs.
Spain—Sausage.....		303 lbs.
Spain—Sausage in tins.....		117 lbs.
Spain—Pork and beans.....		286 lbs.
England—Smoked ham and bacon.....		225 lbs.
Uruguay—Jerked beef.....		4,394 lbs.
Italy—Sausage.....		30,416 lbs.
Germany—Sausage.....		4,353 lbs.
Germany—Sausage in tins.....		4,455 lbs.
Germany—Smoked sausage.....		1,506 lbs.
Germany—Smoked ham and sausage.....		16,027 lbs.
Ireland—Smoked meat.....		2,976 lbs.

### MARKET FOR LARD IN JAVA.

Investigation discloses that there is a rather large market for hog lard among the Chinese in Java, according to a report transmitted to the U. S. Department of Commerce.

Statistics show that 202,711 kilos of animal fats were imported into Billiton, Java, in 1925. During the same year 148,951 kilos were imported into other Chinese centers in the outer possessions. The local price to retailers of Holland lard in 5-lb. tins is \$1.30 gold and Australian lard \$1.52.

### BUFFALO LIVESTOCK IN NOV.

The receipts and disposition of livestock at Buffalo, N. Y., during November, 1927, were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts.....	36,080	20,648	114,314	119,263
Shipments.....	22,326	16,313	58,953	104,817
Local slaughter.....	14,368	4,434	58,544	15,527



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### NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ending Dec. 10, 1927, with comparisons, as follows:

	Week ending Dec. 10.	Prev. week.	Cor. week. 1926.
West. dressed meats:			
Steers, carcasses.....	8,719½	7,064	7,622
Cows, carcasses.....	11,479	1,311	610
Bulls, carcasses.....	49	85	120
Veals, carcasses.....	26,740	10,960	11,826
Lambs, carcasses.....	3,408	24,212	20,787
Mutton, carcasses.....		3,712	3,672
Beef cuts, lbs.....	615,501	493,810	644,800
Pork cuts, lbs.....	1,645,310	1,740,330	1,000,925
Local slaughters:			
Cattle.....	9,265	8,929	10,042
Calves.....	13,428	12,109	13,581
Hogs.....	71,782	65,073	54,433
Sheep.....	58,450	53,259	62,119

### PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Dec. 10, 1927, with comparisons:

	Week ending Dec. 10.	Prev. week.	Cor. week. 1926.
Western dressed meats:			
Steers, carcasses.....	2,219	2,077	2,232
Cows, carcasses.....	1,174	1,203	1,061
Bulls, carcasses.....	415	429	546
Veals, carcasses.....	2,220	2,109	2,380
Lambs, carcasses.....	10,041	9,449	10,711
Mutton, carcasses.....	1,271	1,242	1,861
Pork, lbs.....	644,298	510,902	298,685
Local slaughters:			
Cattle.....	2,018	1,612	2,531
Calves.....	2,212	1,806	2,283
Hogs.....	20,802	19,003	16,732
Sheep.....	5,008	6,125	5,622

### BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending Dec. 10, 1927, with comparisons:

	Week ending Dec. 10.	Prev. week.	Cor. week. 1926.
Western dressed meats:			
Steers, carcasses.....	1,612	1,508	3,144
Cows, carcasses.....	2,913	2,616	1,848
Bulls, carcasses.....	106	25	43
Veals, carcasses.....	1,619	1,061	1,623
Lambs, carcasses.....	13,303	13,287	11,730
Mutton, carcasses.....	449	450	499
Pork, lbs.....	679,092	495,408	592,008
Local slaughters:			
Cattle.....	1,811	1,731	2,456
Calves.....	1,064	2,160	1,739
Hogs.....	20,094	16,430	12,337
Sheep.....	4,626	4,957	6,514



# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—The market in the east the past week has shown a distinctly better tone, with some business in extra at 8½¢ f.o.b., an advance of ½¢ over the previous sale. The feature, however, was reports of very light offerings and intimations that large soapers were in the market for supplies and might pay advances of ¼¢ more for round lots. The melters are in a well sold-up position and were offering sparingly. They were particularly encouraged by indications that outside stuff which has been pressing on the market of late had been cleaned up, at least for the time being.

Throughout the soapers' list there was a firm tone and a better feeling in general. Some attention was given the break in crude cotton oil to 8½¢, but compared with tallow at the present levels, there is little prospect of soapers' attention in the oil market.

At New York, special was quoted at 8½¢; extra, 8½¢ bid; edible, 10¢. At Chicago, demand for tallow was slow, and offerings were reported plentiful on edible and fancy stuff. Demand for prime packer was fair. At Chicago, edible was quoted at 9¼¢; fancy and prime packer, 9¢; No. 1, 8½¢; No. 2, 6¾¢@6½¢.

There was no London tallow auction this week. At Liverpool, the market was steady, with Australian fine quoted at 41s 3d and good mixed at 38s 3d.

**STEARINE**—A very quiet demand and an easy market featured stearine in the east with some business reported at 10¢, but with the market quoted at 9¾¢@10¢. At Chicago, the market was also slow with oleo quoted at 10¢.

**OLEO OIL**—Demand was rather quiet and the market easier with extra New York quoted at 17¾¢; prime, 15½¢; lower grades, 16¢@16½¢. At Chicago, demand was quiet and extra was quoted at 17½¢.

SEE PAGE 39 FOR LATER MARKETS.

**LARD OIL**—The market was easier, reflecting a slow demand and weakness in raw materials. At New York, edible was quoted at 16½¢; extra winter, 13¾¢; extra, 13¢; extra No. 1, 12¾¢; No. 1, 11¼¢; No. 2, 11¢.

**NEATFOOT OIL**—The market was easier with slow consumer demand. At New York, pure was quoted at 16½¢; extra, 12½¢; No. 1, 11½¢; cold test, 17¾¢.

**GREASES**—A better tone overspread the market for greases the past week, the result of a fair demand and improvement in tallow and other greases. This made for a better sentiment in general. Reports that candlemakers have been absorbing high acid greases, and indications of some improvement in demand toward the close of the year, made for firmness on the part of sellers who were influenced somewhat by a disposition to anticipate a better fat market in general.

At New York, yellow was quoted at 7½¢; A white, 8½¢; B white, 8¼¢; choice white, all hog, at 10½¢, although it was felt 10¢ could be done on firm bids. At Chicago, a fair demand for choice white grease and moderate offerings was the feature, but the tone was firm on medium and low grades as well. At Chicago, brown was quoted at 6¾¢@6½¢; yellow, 7½¢@7¼¢; B white, 8¼¢; A white, 8¾¢; choice white, 9¼¢.

### LARD AND GREASE EXPORTS.

Exports of lard from New York, Dec. 1, 1927, to Dec. 14, 1927, 15,604,568 lbs.; tallow, none; grease, 1,673,600 lbs.; stearine, 55,200.

## Packinghouse By-Products

Chicago, Dec. 15, 1927.

### Blood.

Blood is scarce and in fairly good demand, with seller's views \$5.25, Chicago, for good, high-grade material.

Unit Ammonia.  
Ground and unground.....\$5.15@5.25

### Digester Hog Tankage Materials.

This market is very quiet, with comparatively no trading to report. Good tankage continues well sold up, and well sold ahead.

Unit Ammonia.  
Ground, 11½ to 12% ammonia.....\$5.00@5.25  
Ground, 6 to 8% ammonia.....4.50@4.75  
Unground, 11 to 13% ammonia.....4.90@5.10  
Unground, 6 to 8% ammonia.....4.40@4.55  
Liquid stick, 7 to 11% ammonia.....@4.25

### Fertilizer Materials.

This market is very quiet, and unchanged from last week. The demand is fair and offerings light.

Unit Ammonia.  
High grade, ground, 10-11% ammonia.....\$5.90@4.00  
Lower grade, ground & ungrd. 6-9% am... 3.00@3.50  
Hoof meal.....@3.35

### Bone Meals.

The bone meals market is steady, with values unchanged from those of the past several weeks.

Per Ton.  
Raw bone meal.....\$50.00@55.00  
Steam, ground.....34.00@40.00  
Steam, unground.....28.00@35.00

### Cracklings.

The cracklings market continues quiet, with trading exceedingly quiet.

Per Ton.  
Hd. prod. & exp. ungrd., per unit protein \$ 1.20@1.25  
Soft pressed pork, ac. grease and quality. 55.00@60.00  
Soft pressed beef, ac. grease and quality. 60.00@65.00

### Horns, Bones and Hoofs.

Bones continue to be in excellent demand, with offerings very light. A great many producers feeling that present bone prices are extremely good, are contracting ahead.

Per Ton.  
Horns.....\$50.00@100.00  
Round shin bones.....55.00@ 90.00  
Flat shin bones.....50.00@ 60.00  
Cattle hoofs.....87.00@88.00  
(Note—Foregoing prices are for mixed carloads of unsorted materials indicated, above.)

### Gelatine and Glue Stocks.

The demand is excellent for sinews, pizzles and hide trimmings.

Per Ton.  
Kip and calf stock.....\$32.00@42.00  
Rejected manufacturing bones.....52.00@55.00  
Horn piths.....39.00@40.00  
Cattle jaws, skulls and knuckles.....43.00@44.00  
Sinews, pizzles and hide trimmings.....28.00@30.00

### Animal Hair.

This market is quiet and easy, most buyers find themselves well taken care of.

Per Pound.  
Coll and field dried.....1¼@3¼¢  
Processed grey.....4 @7½¢  
Black dyed.....6 @8¼¢  
Cattle switches each\*.....4 @5¼¢

\*According to count.

### Pig Skins.

The demand still maintains for No. 1 green salted strips for tanning purposes, for prompt and future shipment.

Per Pound.  
Tanner grades.....8 @8½¢  
Edible grades, unsorted.....4¼@8¼¢

How is cottonseed oil bleached? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

## EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner.)

New York, Dec. 14, 1927.

A very small amount of trading is going on here at present in fertilizer materials. Prices of tankage blood and similar materials are so high that buyers are now placing orders only as needed. Some South American ground tankage sold at \$4.70 & 10¢ c.i.f. U. S. ports, which is a little under last reported sale. Ground dried blood for December and January shipment from South America is held at \$5.00 c.i.f., which is a bit higher than buyers seem to be willing to pay. Last sale of local blood was at \$4.90 f.o.b. New York. There is quite some resale nitrate of soda being offered at \$2.35 ex vessel ports, like New York and Baltimore. Sulphate of ammonia is strong in price, because first-hands are well sold up and resale lots are now held at higher prices.

## CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Dec. 13, 1927.—Latest quotation on chemicals and soap makers' supplies:

Extra tallow, f.o.b., seller's plant, 8¢ lb.; Manila coconut oil, tanks, New York, 8½¢@8¾¢ lb.; Manila coconut oil, barrels, New York, 10½¢ lb.; cochineal coconut oil, barrels, New York, 11¢ lb.

P. S. Y. cottonseed oil, barrels, New York, 11¼ to 12½¢ lb.; crude corn oil, barrels, New York, 11¼¢ lb.; olive oil foots, barrels, New York, 10½¢ lb.; 5 per cent yellow olive oil, barrels, New York, \$1.50@1.59 gallon.

Crude soya bean oil, barrels, New York, 12¼¢ lb.; palm kernel oil, barrels, New York, 9½¢@10¢ lb.; red oil, barrels, New York, 10½¢@10¾¢ lb.; nigre palm oil, casks, New York, 7¾¢@7¾¢ lb.; lagos palm oil, casks, New York, 8½¢@8¾¢ lb. Glycerine (soaplye), 10½¢@11¢ lb.

## CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending Dec. 8, 1927, with comparisons:

BUTCHER STEERS.  
1,000-1,200 lbs.

	Week ended Dec. 8.	Prev. week.	Same week, 1926.
Toronto	\$10.75	\$10.50	\$ 7.50
Montreal	9.50	7.25	7.25
Winnipeg	10.00	10.50	6.25
Calgary	9.50	9.50	5.00
Edmonton	9.00	9.00	5.50
Pr. Albert	8.50	8.50	...
Moose Jaw	8.50	9.50	...

VEAL CALVES.

	Week ended Dec. 8.	Prev. week.	Same week, 1926.
Toronto	\$15.50	\$16.00	\$14.25
Montreal	12.50	13.00	12.00
Winnipeg	12.00	10.50	8.00
Calgary	8.25	8.00	5.50
Edmonton	9.00	9.00	6.00
Pr. Albert	7.50	7.00	...
Moose Jaw	...	8.00	...

SELECT BACON HOGS.

	Week ended Dec. 8.	Prev. week.	Same week, 1926.
Toronto	\$ 9.15	\$ 9.40	\$12.50
Montreal	8.90	8.90	12.90
Winnipeg	8.40	8.25	11.55
Calgary	8.85	9.25	11.82
Edmonton	8.75	9.25	12.10
Pr. Albert	7.85	7.85	...
Moose Jaw	7.90	8.15	...

GOOD LAMBS.

	Week ended Dec. 8.	Prev. week.	Same week, 1926.
Toronto	\$13.50	\$12.25	\$12.75
Montreal	11.50	11.25	11.75
Winnipeg	14.00	12.00	9.75
Calgary	11.25	11.00	10.00
Edmonton	...	12.00	9.25
Pr. Albert	10.00	10.00	...
Moose Jaw	10.50	10.50	...

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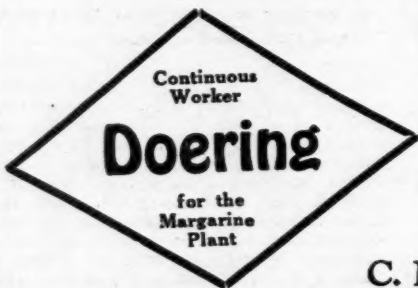
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## TEXAS OIL TRADE MEETING.

A mid-season meeting of the Texas Cotton Seed Crushers Association was held at Dallas on December 14, with approximately one hundred in attendance, including S. W. Wilbor, president of the Interstate Association, A. L. Ward, educational director for the Texas and Interstate Association, and Louis N. Geldert, editor the Cotton Oil Press, Memphis. General discussion of traffic matters was led by Ed. C. Byars, traffic manager. Orderly marketing was discussed by Louis Tobian; education and advertising by A. L. Ward; boll weevil control by R. R. Repert, of the Texas Agricultural College.

A resolution was adopted favoring diversified farming, raising feed and food and more cotton on less acres.

Texas millers generally are optimistic on the season's business, and on the results of advertising and educational activities, which it was decided to continue. No other business was transacted.

## EDIBLE OIL WEIGHTS FIXED.

An agreement on a standard of 7.61 lbs. to the gallon for olive oil and 7.7 lbs. to the gallon for all other edible oils was reached at a trade practice conference fostered by the Federal Trade Commission, December 9, in New York City.

The conference, which was attended by representatives of many leading firms and associations in the edible oil industry—probably a majority of the trade—also went on record as condemning the misbranding of packaged goods and other misbranding of edible oils.

While considerable discussion preceded the vote on the pounds per gallon standard, there was not a dissenting voice when the vote was taken.

The conference was called by the Federal Trade Commission at the request of a considerable number of firms in the edible oil industry and was presided over by William E. Humphrey, chairman of the F. T. C. He was assisted by M. M. Flannery, director of trade practice conferences for the commission.

## COTTON LINTERS STANDARDS.

A detailed description of United States standard grades for cotton linters established Aug. 1, 1926, by the Department of Agriculture has been published as Miscellaneous Publication No. 10-M, entitled "The Establishment of Standard Grades for American Cotton Linters."

There have been brought together in compact form in the publication definitions of trade terms, so as to differentiate them from the same terms used in the cotton industry, a description of the composition of linters that has been used as the basis of the standard grades, specifications for the three sectional characters of linters as recognized and embraced in the standards, and the trading rules developed in the industry as a result of establishment of the standards.

Copies of the standard grades for American cotton linters are made in the same manner as are copies of the grades of the universal standards for American cotton. Each box or grade is composed of 12 samples representing the three standardized characters of linters and showing the range of variation in the elements of grade, embraced in a standard grade.

## COTTON OIL EXPORTS.

Exports of cottonseed oil from New York, Dec. 1, 1927, to Dec. 14, 1927, 5 bbls.

## SOUTHERN MARKETS.

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Dec. 15, 1927—The November government consumption report showed an unprecedented visible supply of oil and caused partial liquidations. Speculative future contracts and crude sales were made at 8½c Valley, 8.05c Texas being the lowest price. This later advanced in sympathy with higher lard prices and numerous inquiries for refined oil. Today 8½c Texas and 8½c Valley was bid for crude. Offerings were light. Not much change is expected either way for the present unless lard declines. It is felt, however, that December consumption will be lighter than November and Jan. 1 visible supplies larger than Dec. 1. This would cause fresh liquidations and lower prices. Bleachable is firm at 9.60c, loose, New Orleans.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Dec. 15, 1927—The crude cotton seed oil market has been very firm this week, with a few sales at 8½c Valley. However, there is more interest shown by buyers today than for quite a while. Forty-one per cent protein meal, \$41.00, Memphis. Loose cottonseed hulls dull, at \$6.50.

## OCT. MARGARINE PRODUCTION.

There was an increase of approximately 24.5 per cent in the October, 1927, margarine production over that of the corresponding month of 1926, according to the following report made by margarine manufacturers to the U. S. Department of Agriculture:

### UNCOLORED MARGARINE.

	Oct., 1926. Lbs.	Oct., 1927. Lbs.
Exclusively Vegetable.....	10,135,877	14,806,384
Animal and Vegetable.....	9,451,930	9,803,682
Total .....	19,587,807	24,610,066

### COLORED MARGARINE.

	Oct., 1926. Lbs.	Oct., 1927. Lbs.
Exclusively Vegetable.....	895,262	424,108
Animal and Vegetable.....	766,195	783,486
Total .....	1,661,457	1,207,594
Grand Total.....	20,749,264	25,817,660

## COTTONSEED PRODUCT EXPORTS.

Exports of cottonseed products for the two months ending October 31, 1927, with comparisons for the same period last year, were as follows, according to the U. S. Department of Commerce:

	1927.	1926.
Oil, crude, lbs.....	6,348,304	1,730,142
Oil, refined, lbs.....	2,101,897	1,901,283
Cake and meal, tons.....	85,202	122,988
Linters, running bales.....	42,636	22,288

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## VEGETABLE OILS

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association

Trade Large—New Lows—Cash Trade Quiet—Crude Markets Dull—Locals Following Other Markets—Liquidation Has Been Large—Sentiment More Mixed.

An unusually large trade continued in cottonseed oil futures on the New York Produce Exchange the past week. Prices sagged into new lows for the move, the late months making new lows for the season under general selling and liquidation and influenced by weakness in lard, cotton and grains. Commission and wire house pressure was persistent and placed a load on the market which was not readily carried, but scale down buying, together with absorption on resting orders and profit taking, finally checked the downturn.

A larger November consumption than was expected brought about more or less buying and a good sized rally from the levels of the week. This, together with a recovery in lard, created a more mixed sentiment in oil.

The professional element switched to the bull side of the market and helped to bring about the advance. Crude oil offerings dried up and made for a condition where refiners were buying the January delivery owing to their inability to buy crude, and due to the relative cheapness of January as compared with the crude market. A little improvement materialized in cash trade, but no general revival was noted and, consequently, the local elements took profits on the swells.

The developments in the outside markets are a vital factor in cottonseed oil. Bulges in cotton bring about buying from the south, and declines in the white commodity are followed by selling of oil. Weakness in lard brought pressure from houses with western connections, while the developments in those markets constantly created pit trading on one side or the other.

In leading refining quarters little or no change in the general situation surrounding the market was noted. The contention was made in these directions that December consumption would be smaller than a year ago and that the present outlook was that January consumption would prove smaller than during the same month last season. In other directions, the extent of the decline was looked upon as improving the technical position and it

was contended that the market was entitled to a natural rally of fair proportions.

#### Visible Supply Larger.

November consumption was 251,000 bbls. compared with 346,000 bbls. last season. The consumption for four months, however, has been 1,240,000 bbls. against 1,143,000 bbls. the same time last season. The excellent quality of the seed to date is best disclosed by a yield of 310,000 lbs. of crude to the ton, and a refining loss of about 7½ per cent to date.

The visible supply totals about 2,200,000 bbls. compared with 1,805,000 bbls. last year. Should the high yield of crude continue and the refining loss remain small, the visible stocks as of December 1, would be about 40,000 bbls. more than the figure indicated.

That the visible stocks are huge cannot be questioned. As a matter of fact

the available supply tended to keep some of the close students who were inclined to be friendly to prices from the buying side. At the same time, it was pointed out, the low prices are usually established in November or December, and this appeared to have accounted for some of the buying.

There is still a large open interest in January. Some of the pit observers contend that until January liquidation is completed, the bulges are not apt to hold, while others maintain that the large stocks have been discounted to a great extent, and that any improvement worthy of mention in cash oil or compound demand, or any decided improvement in the lard market, would bring about a good upturn in oil. Production of lard during the month of November was 101,470,000 lbs. compared with 106,061,000 lbs. last year and a five year average of 126,751,000 lbs.

#### Statistics of Cottonseed and Products

Cottonseed received, crushed and on hand, and cottonseed products manufactured, shipped out and on hand for the four months ending Nov. 30, 1927, with comparisons for the same period last year, are reported by the U. S. Department of Commerce as follows:

	COTTONSEED RECEIVED, CRUSHED AND ON HAND (TONS).					
	Received at mills*		Crushed		On hand at mills	
	Aug. 1 to Nov. 30, 1927.	1926.	Aug. 1 to Nov. 30, 1927.	1926.	Nov. 30, 1927.	Nov. 30, 1926.
United States.....	3,429,014	3,841,077	2,401,824	2,470,078	1,113,974	1,391,922
Alabama.....	224,318	216,228	100,272	100,206	64,829	56,225
Arizona.....	26,642	30,650	21,812	25,477	5,003	5,215
Arkansas.....	219,135	295,413	165,315	180,101	55,501	105,882
California.....	27,900	53,473	20,255	30,019	10,513	22,554
Georgia.....	317,132	358,316	248,615	296,449	70,899	93,289
Louisiana.....	134,820	165,067	90,338	105,625	46,110	59,571
Mississippi.....	415,245	440,617	276,787	267,000	151,129	179,734
North Carolina.....	193,980	247,598	130,548	137,038	64,186	111,061
Oklahoma.....	267,029	321,990	160,265	188,064	128,320	134,316
South Carolina.....	141,278	155,500	112,831	119,238	29,762	36,934
Tennessee.....	174,072	227,255	122,887	154,423	52,301	74,653
Texas.....	1,241,254	1,250,687	848,314	778,175	426,671	481,539
All other.....	46,110	78,223	34,585	47,313	8,550	30,926

\*Includes seed destroyed at mills but not 89,784 tons and 23,249 tons on hand Aug. 1, nor 25,895 tons and 40,654 tons reshipped for 1927 and 1926, respectively.

	COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.				
	Season.	On hand Aug. 1.	Produced Aug. 1 to Nov. 30.	Shipped out Aug. 1 to Nov. 30.	On hand Nov. 30.
	1927-8	1926-7	1927-8	1926-7	1927-8
Crude oil.....	1927-8	1926-7	1927-8	1926-7	1927-8
(pounds).....	1927-8	1926-7	1927-8	1926-7	1927-8
Refined oil.....	1927-8	1926-7	1927-8	1926-7	1927-8
(pounds).....	1927-8	1926-7	1927-8	1926-7	1927-8
Cake and meal.....	1927-8	1926-7	1927-8	1926-7	1927-8
(tons).....	1927-8	1926-7	1927-8	1926-7	1927-8
Hulls.....	1927-8	1926-7	1927-8	1926-7	1927-8
(tons).....	1927-8	1926-7	1927-8	1926-7	1927-8
Linters.....	1927-8	1926-7	1927-8	1926-7	1927-8
(Running bales).....	1927-8	1926-7	1927-8	1926-7	1927-8
Hull fiber.....	1927-8	1926-7	1927-8	1926-7	1927-8
(500-lb. bales).....	1927-8	1926-7	1927-8	1926-7	1927-8
Grabbots, motes, etc.....	1927-8	1926-7	1927-8	1926-7	1927-8
(500-lb. bales).....	1927-8	1926-7	1927-8	1926-7	1927-8

\*Includes 6,235,454 and 13,106,956 pounds held by refining and manufacturing establishments and 4,638,300 and 34,832,290 pounds in transit to refiners and consumers August 1, 1927, and Nov. 30, 1927, respectively.

†Includes 9,784,634 and 6,735,064 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 10,818,983 and 5,937,039 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1927, and Nov. 30, 1927, respectively.

‡Produced from 576,886,756 pounds crude oil.

# ASPEGREN & CO., Inc.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

## REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON  
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

**The large dealer, the small dealer, EVERY dealer, must have the best to compete successfully in the trade of today**

**The Crusher—The Refiner—The Investor—The Manufacturer—**

Every element of the cottonseed oil trade can and does use the NEW ORLEANS COTTON OIL MARKET to advantage. The contract is as nearly perfect as it is possible to make it; it is protected by the Clearing House of the New Orleans Cotton Exchange, deliveries are guaranteed as to weight, grade and quality at time of delivery by an indemnity bond, and storage facilities and transit privileges make New Orleans the ideal center for a cotton oil market.

**Always Use YOUR Cotton Oil Market!**

The New Orleans Refined Cottonseed Oil Contract was established at the request of the cotton oil trade.

**New Orleans Cotton Exchange**

**COTTONSEED OIL—Market transactions:**

**Friday, December 9, 1927.**

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			1020 a	.....
Dec. ....			975 a	1000
Jan. ....	3000	1012 1005	1008 a	.....
Feb. ....			1015 a	1028
Mar. ....	8400	1040 1025	1033 a	.....
April ....			1040 a	1050
May ....	8900	1060 1051	1059 a	.....
June ....			1065 a	1075
July ....	14400	1080 1070	1079 a	1080
Total Sales, including switches, 34,700 bbls. P. Crude S. E. 8½ Bid.				

**Saturday, December 10, 1927.**

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			1020 a	.....
Dec. ....			990 a	999
Jan. ....	1200	1010 1005	1000 a	1006
Feb. ....			1005 a	1020
Mar. ....	2300	1035 1028	1028 a	.....
April ....			1037 a	1050
May ....	1400	1057 1053	1053 a	1054
June ....			1058 a	1070
July ....	800	1076 1073	1073 a	.....
Total Sales, including switches, 5,700 bbls. P. Crude S. E. 8½ Sales & Bid.				

**Monday, December 12, 1927.**

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			950 a	.....
Dec. ....	600	985 975	950 a	990
Jan. ....	9700	992 980	978 a	981
Feb. ....			980 a	990
Mar. ....	21900	1015 990	992 a	990
April ....	600	1016 1016	1002 a	1005
May ....	9700	1040 1018	1022 a	1018
June ....	200	1043 1040	1035 a	1040
July ....	5000	1063 1045	1045 a	.....
Total Sales, including switches, 47,700 bbls. P. Crude S. E. 8½ Sales & Bid.				

**THE EDWARD FLASH CO.**

29 BROADWAY  
NEW YORK CITY

**BROKERS EXCLUSIVELY  
ALL VEGETABLE OILS**

In Barrels or Tanks

**COTTON OIL FUTURES**

On the New York Produce Exchange

**Tuesday, December 13, 1927.**

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			970 a	.....
Dec. ....			970 a	.....
Jan. ....	900	985 977	985 a	984
Feb. ....	100	993 993	990 a	1000
Mar. ....	17200	1005 990	999 a	.....
April ....	100	1014 1014	1010 a	1020
May ....	12600	1031 1018	1027 a	.....
June ....			1038 a	1045
July ....	7200	1059 1050	1052 a	1051
Total Sales, including switches, 38,100 bbls. P. Crude S. E. 8½ Bid.				

**Wednesday, December 14, 1927.**

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			950 a	.....
Dec. ....	400	990 975	990 a	.....
Jan. ....	2300	1005 990	1000 a	1001
Feb. ....			1010 a	1017
Mar. ....	6700	1022 1008	1019 a	1020
April ....			1025 a	1045
May ....	5200	1049 1039	1046 a	1047
June ....			1061 a	1068
July ....	3400	1074 1062	1073 a	1074
Total Sales, including switches, 18,000 bbls. P. Crude S. E. 8½ Bid.				

**Thursday, December 15, 1927.**

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			1000 a	1025
Dec. ....			1000 a	1020
Jan. ....		1011 997	1010 a	1014
Feb. ....			1020 a	1030
Mar. ....		1034 1020	1033 a	1034
April ....			1040 a	1055
May ....		1062 1045	1061 a	.....
June ....			1072 a	1080
July ....		1085 1070	1085 a	.....

SEE PAGE 39 FOR LATER MARKETS.

**COCOANUT OIL**—Demand remained extremely quiet and the market dull and featureless. Offerings, however, were steadily held and buyers and sellers apart and awaiting developments. At the Pacific coast, tanks were quoted at 8½¢, while at New York, tanks were quoted at 8½¢.

**SOYA BEAN OIL**—Trade was very dull, but offerings were limited and held firmly with New York barrels quoted at 12¼¢, while Pacific coast tanks were quoted at 9¼¢.

**CORN OIL**—The last business reported was at 9¼¢ f.o.b. mills. The market has been dull but steady owing to lack of selling pressure and limited available supplies, with prices quoted at 9@9¼¢ f.o.b. nominal.

**PALM OIL**—The volume of trade the past week has been small, but the market has been firm. At New York, spot Nigre was quoted at 7@7¼¢; shipment, 7½@7¼¢; spot Lagos, 8¢; shipment, 7.85@8¢.

**PALM KERNEL OIL**—Demand was very slow, but offerings were not pressing for sale and prices, as a result, held steady pending developments. At New York, tanks were quoted at 9¢ and drums at 9¼¢.

**OLIVE OIL**—Demand was slow and the market easier. At New York, old crop foots were quoted at 9¼¢. New crop was quiet and quoted at 8½¢ up to next March.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Market nominal.

**COTTONSEED OIL**—Spot oil at New York is strongly held and in moderate supply. Bids of 10.20¢ for spot oil failed to bring out any supplies. It appears as though holders here either intend delivering the oil on contract or carrying it for much better levels. Crude has been quiet Southeast and Valley, 8½¢ bid.

**COTTONSEED PRODUCT CENSUS.**

Cottonseed products manufactured and on hand at oil mills in the United States, by states, for the 1927-28 season to November 30, are announced by the U. S. Department of Commerce as follows:

MANUFACTURED AUG. 1 TO NOV. 30.

United States.....	744,299,605	1,066,972	681,737	431,339
Alabama.....	50,919,307	71,247	46,703	26,418
Arizona.....	7,095,321	10,072	6,084	3,508
Arkansas.....	53,698,452	66,907	51,053	30,349
California.....	6,611,183	10,576	4,348	3,825
Georgia.....	81,010,051	110,652	69,618	48,396
Louisiana.....	31,478,365	42,208	28,878	18,431
Mississippi.....	69,685,677	115,658	60,504	47,487
N. Carolina.....	42,019,618	59,010	32,967	21,711
Oklahoma.....	47,255,855	76,001	41,740	28,772
S. Carolina.....	35,362,330	50,891	27,410	21,093
Tennessee.....	39,560,247	48,991	37,948	24,575
Texas.....	248,633,700	389,510	242,915	154,896
Other.....	10,969,699	14,549	10,989	7,143

ON HAND AT OIL MILLS.

United States.....	117,120,884	205,008	259,948	151,048
Alabama.....	6,802,637	19,084	16,275	7,937
Arizona.....	842,969	1,656	3,955	741
Arkansas.....	9,895,067	19,786	13,873	11,948
California.....	750,796	1,975	7,312	1,628
Georgia.....	8,744,286	31,132	18,773	11,963
Louisiana.....	3,170,399	5,540	9,923	6,475
Mississippi.....	12,685,236	17,801	15,342	16,179
N. Carolina.....	6,738,705	18,139	18,187	9,070
Oklahoma.....	13,539,379	13,307	17,229	12,576
S. Carolina.....	5,000,522	18,194	12,461	7,872
Tennessee.....	3,746,341	6,660	12,848	7,031
Texas.....	44,049,818	46,591	107,263	55,088
Other.....	1,663,720	5,143	6,407	2,638

**FATS IN LATIN AMERICA.**

Rozier D. Oilar, well known chemical engineer of Indianapolis, Ind., returned recently from Mexico, where he has been engaged in engineering work, remodeling and correcting the output of a refinery, compound and soap plant. Mr. Oilar, prior to this trip to Mexico, spent eighteen months in the State of Colombia, South America, enlarging a cotton oil mill and adding a modern refinery, compound and salad oil plant to its equipment.

"Mexico has some very fine cattle," says Mr. Oilar, "particularly in the territory around Mexico City where the grazing is good. The quality of the milk and butter sold in the city is excellent, but is not so good at the lower and hotter levels. Hogs are not plentiful in the country and a large amount of pure lard is imported. The compound plants, also, are unable to meet the demands and a considerable quantity is imported.

"The economic conditions in Mexico at the present time are not of the best, owing to an unsettled political situation. However, the difficulties will be ironed out in due time. The country has wonderful natural resources."

**The Procter & Gamble Co.**

Refiners of all Grades of

**COTTONSEED OIL**

Puritan, Winter Pressed Salad Oil  
Borona, Prime Winter Yellow  
Venus, Prime Summer White  
Sterling, Prime Summer Yellow

White Clover Cooking Oil  
Marigold Cooking Oil  
Jersey Butter Oil  
Moonstar Coconut Oil

F&G Special (Hardenad) Coconut Oil

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MACON, GA.  
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**CINCINNATI, OHIO**  
Cable Address: "Procter"



# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

Hog products were firmer the latter part of the week, due to scattered buying a better hog market, decreasing stocks and some improvement in cash trade. Chicago stocks decreased nearly 2,250,000 lbs. the first half of December.

### Cottonseed Oil.

Cottonoil is active and steadier, rallying nearly  $\frac{1}{2}$ c per pound the lows, with better outside markets, renewed commission house absorption and local buying. A weaker technical position checked upturn. Southeast crude sold at  $\frac{8}{16}$ c. Offerings are light as mills holding for 9c. The cash oil trade showed little improvement. Refiners bought January and sold later months transferring hedges, while speculative January holders switched their interests to May and July.

Quotations on cottonseed oil at Friday noon were: December, \$9.97@10.25; January, \$10.08@10.10; February, \$10.20@10.25; March, \$10.30; April, \$10.33@10.50; May, \$10.55@10.57; June, \$10.65@10.75; July, \$10.81.

### Tallow.

Tallow, extra,  $\frac{8}{16}$ c, bid.

### Stearine.

Stearine,  $\frac{9}{16}$ c.

## HULL OIL MARKET.

Hull, England, Dec. 15, 1927.—(By Cable)—Refined cottonseed oil 40s, crude cottonseed oil 36s 6d.

## BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, Dec. 15, 1927.—General provision market quiet and unchanged. Very good demand for A. C. hams and picnics; square shoulders no demand; pure lard demand fair.

Today's prices are as follows: Hams, American cut, 103s; hams, long cut, 104s; Cumberland cut, 67s; short backs, 84s; bellies, clear, 78s; Canadian, 72s; spot lard, 64s 6d.

## FRIDAY'S GENERAL MARKETS.

New York, Dec. 9, 1927.—Spot lard at New York: Prime western, \$12.20@12.30; middle western, \$12.05@12.15; city,  $11\frac{1}{4}$ c; refined continent,  $12\frac{7}{8}$ c; South American, \$13.87 $\frac{1}{2}$ ; Brazil kegs, \$14.87 $\frac{1}{2}$ ; compound, \$12.75@13.00.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Dec. 9, 1927, show exports from that country were as follows: To England, 170,191 quarters; to the Continent, 31,331; others, none.

Exports for the previous week were as follows: To England, 54,423 quarters; to the Continent, 13,052; others, none.

## DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ending Dec. 10, 1927, were 6,084 metric tons, according to cable advices to the U. S. Department of Commerce, all of which went to England.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, Dec. 15, 1927, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
<b>STEERS (Hvy. Wt. 700 lbs. up):</b>				
Choice	\$22.50@24.50	\$22.00@24.00	\$22.00@25.00	.....
Good	19.00@22.00	20.00@22.00	18.00@22.00	20.00@24.00
<b>STEERS (Lt. &amp; Med. Wt., 700 lbs. down):</b>				
Choice	21.00@23.00	.....	22.00@25.00	.....
Good	17.50@20.50	19.00@21.00	18.00@22.00	20.00@24.00
<b>STEERS (All Weights):</b>				
Medium	15.50@17.50	17.00@19.00	16.00@19.00	16.00@20.00
Common	14.00@15.50	16.00@17.00	15.00@17.00	.....
<b>COWS:</b>				
Good	15.00@16.50	15.00@16.00	15.50@18.00	16.00@17.50
Medium	13.50@15.00	14.00@15.00	14.00@16.40	14.50@16.50
Common	12.00@13.50	13.00@14.00	13.00@14.00	12.50@14.00
<b>Fresh Veal (1):</b>				
<b>VEALERS:</b>				
Choice	20.00@22.00	.....	22.00@24.00	21.00@23.00
Good	18.00@20.00	16.00@18.00	19.00@22.00	19.00@21.00
Medium	15.00@18.00	15.00@16.00	16.00@19.00	16.00@18.00
Common	13.00@15.00	14.00@15.00	14.00@16.40	14.00@15.00
<b>CALF CARCASSES (2):</b>				
Choice	15.00@16.00	.....	16.00@18.00	16.00@17.00
Good	13.00@15.00	14.00@15.00	15.00@17.00	15.00@16.00
Medium	12.00@13.00	12.00@14.00	14.00@16.00	13.00@15.00
Common	11.00@12.00	11.00@12.00	13.00@14.00	12.00@13.00
<b>Fresh Lamb and Mutton:</b>				
<b>LAMB (30-42 lbs.):</b>				
Choice	25.00@26.00	26.00@27.00	24.00@26.00	25.00@27.00
Good	23.00@25.00	25.00@26.00	22.00@24.00	24.00@25.00
<b>LAMB (42-55 lbs.):</b>				
Choice	22.00@25.00	22.00@25.00	21.00@24.00	23.00@25.00
Good	21.00@24.00	21.00@23.00	19.00@22.00	21.00@24.00
<b>LAMB (All Weights):</b>				
Medium	21.00@23.00	20.00@22.00	18.00@21.00	21.00@24.00
Common	19.00@21.00	19.00@20.00	17.00@19.00	20.00@21.00
<b>MUTTON (Ewes):</b>				
Good	13.00@15.00	12.00@14.00	12.00@15.00	13.00@14.00
Medium	11.00@13.00	10.00@12.00	10.00@12.00	11.00@12.00
Common	9.00@11.00	9.00@10.00	9.00@11.00	10.00@11.00
<b>Fresh Pork Cuts:</b>				
<b>LOINS:</b>				
8-10 lb. av.	15.00@17.00	16.00@18.00	15.50@18.00	15.00@18.00
10-12 lb. av.	14.50@16.00	16.00@18.00	15.00@17.50	15.00@18.00
12-16 lb. av.	14.00@15.50	15.00@17.00	14.00@17.00	15.00@17.00
16-18 lb. av.	13.00@15.00	13.50@14.50	13.50@16.00	14.00@15.00
18-22 lb. av.	12.00@14.00	12.50@14.00	12.50@14.00	13.00@14.00
<b>SHOULDER:</b>				
N. Y. Style—Skinned	11.00@13.00	.....	12.00@15.00	13.00@15.00
<b>PICNICS:</b>				
4-6 lb. av.	.....	12.50@14.00	13.00@15.00	13.00@14.00
6-8 lb. av.	.....	12.50@14.00	12.00@14.00	12.00@13.00
<b>BUTTS: Boston Style</b>	13.00@15.00	.....	15.00@17.00	14.00@18.00
<b>SPARE RIBS: Half Sheets</b>	11.00@13.00	.....	.....	.....
<b>TRIMMINGS:</b>				
Regular	8.00@10.00	.....	.....	.....
Lean	13.00@15.00	.....	.....	.....

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.

## RECEIPTS AT CENTERS

SATURDAY, DECEMBER 10, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	500	6,000	3,000
Kansas City	500	1,000	.....
Omaha	450	6,000	.....
St. Louis	700	4,000	100
St. Joseph	100	5,000	1,000
Sioux City	1,000	6,000	1,000
St. Paul	700	6,000	3,000
Oklahoma City	100	400	.....
Fort Worth	700	400	300
Milwaukee	.....	100	.....
Denver	100	400	500
Louisville	100	600	.....
Wichita	200	600	200
Indianapolis	100	8,500	800
Pittsburgh	100	3,500	200
Cincinnati	200	4,500	400
Buffalo	100	1,000	500
Cleveland	100	500	100
Nashville, Tenn.	100	500	.....
Toronto	100	.....	.....

MONDAY, DECEMBER 12, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	21,000	63,000	25,000
Kansas City	19,500	7,500	10,000
Omaha	11,000	10,500	12,000
St. Louis	6,000	18,500	2,500
St. Joseph	4,000	2,500	6,000
Sioux City	5,500	9,000	3,500
St. Paul	8,000	25,000	9,000
Oklahoma City	1,800	900	.....
Fort Worth	8,000	1,500	1,100
Milwaukee	300	800	100
Denver	6,700	3,600	6,400
Louisville	2,500	1,200	100
Wichita	8,800	11,000	300
Indianapolis	700	7,500	200
Pittsburgh	600	8,500	2,600
Cincinnati	2,200	5,400	100
Buffalo	2,300	22,000	13,600
Cleveland	800	8,000	3,300
Nashville, Tenn.	1,000	.....	.....
Toronto	5,200	4,300	3,200

TUESDAY, DECEMBER 13, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	13,000	58,000	21,000
Kansas City	13,000	11,500	10,000
Omaha	10,000	8,500	20,000
St. Louis	5,500	15,000	5,500
St. Joseph	2,800	9,000	7,500
Sioux City	3,500	12,000	6,500
St. Paul	2,200	23,000	1,500
Oklahoma City	1,500	1,000	.....
Fort Worth	3,600	1,300	500
Milwaukee	1,000	5,000	300
Denver	1,200	1,400	3,800
Louisville	1,000	2,500	100
Wichita	1,000	2,500	200
Indianapolis	1,500	11,000	600
Pittsburgh	100	1,500	300
Cincinnati	400	3,500	400
Buffalo	100	600	100
Cleveland	200	2,900	2,000
Nashville, Tenn.	300	600	100
Toronto	900	900	600

WEDNESDAY, DECEMBER 14, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	12,000	25,000	15,000
Kansas City	7,500	9,000	4,000
Omaha	7,000	7,500	5,000
St. Louis	4,000	11,000	1,200
St. Joseph	2,500	9,500	6,000
Sioux City	6,000	12,000	6,000
St. Paul	3,000	43,000	2,800
Oklahoma City	2,000	1,100	.....
Fort Worth	3,500	500	500
Milwaukee	800	4,000	200
Denver	1,100	900	300
Louisville	200	700	.....
Wichita	1,500	2,500	300
Indianapolis	1,000	7,000	100
Pittsburgh	100	3,500	500
Cincinnati	600	3,500	400
Buffalo	300	2,000	600
Cleveland	300	3,500	1,500
Nashville, Tenn.	200	500	.....
Toronto	400	300	600

THURSDAY, DECEMBER 15, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	40,000	20,000
Kansas City	8,000	4,500	3,500
Omaha	4,000	7,000	8,500
St. Louis	4,200	8,000	1,000
St. Joseph	1,500	3,000	4,500
Sioux City	3,000	7,000	3,500
St. Paul	3,700	25,000	2,000
Oklahoma City	1,500	9,000	.....
Fort Worth	5,000	2,300	500
Milwaukee	800	3,500	200
Denver	1,800	1,900	1,000
Wichita	300	1,300	100
Indianapolis	800	7,000	800
Pittsburgh	.....	1,500	300
Cincinnati	500	6,000	200
Buffalo	100	800	200
Cleveland	200	2,000	500

FRIDAY, DECEMBER 16, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	29,000	11,000
Kansas City	800	3,500	2,000
Omaha	800	6,000	2,000
St. Louis	2,000	10,500	1,000
St. Joseph	600	3,500	2,500
Sioux City	1,000	6,000	3,000
St. Paul	500	3,000	500
Oklahoma City	1,300	1,000	.....
Fort Worth	3,800	900	400
Milwaukee	400	1,000	100
Denver	100	800	800
Wichita	800	1,200	.....
Indianapolis	1,000	13,000	1,500
Pittsburgh	100	4,500	1,000
Cincinnati	800	3,000	200
Buffalo	100	4,000	5,000
Cleveland	200	3,500	1,500

# LIVE STOCK MARKETS

## CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Dec. 15, 1927.

**CATTLE**—All classes suffered a sharp uneven break. Steers and yearlings are 75c@\$.1.50 down, all yearlings and better grade matured steers being off most. The steer market closed draggy and semi-panicky at the decline, but with lighter receipts, the selling side expects an upward reaction. Fat cows are 25c@75c lower; heifers 50c@\$.1.00 off; some yearling heifers, \$1.50 under the recent high. The downturn on medium steers broke meaty feeders 25c@50c. Bulls are 25c off; vealers, \$2.00 lower. Most short fed steers, low dressing light kinds, sold at the close at \$11.00@13.00. The bulk during the week was \$15.00 downward to \$12.00. Only specialties went above \$17.00. The practical top was \$17.75, with \$18.75 paid for heavy long fed bullocks originally intended for show exhibition. The extreme top on yearlings was \$18.15. These were also fed show steers. Most low cutter cows sold at \$5.00@5.25; cutters, \$3.50@5.75; fat cows, \$6.25@8.50; kosher, \$9.50 upward to \$11.00; most butcher heifers, \$8.50@10.50. Numerous strings of yearling heifers sold \$10.50@11.50 at the close, compared with \$11.50@12.50 late last week. Heavy sausage bulls, \$7.50@7.75 at the windup. The undertone suggests further price cuts on bulls.

The east has temporarily backed away from high beef prices. Supply figures continued liberal. A raft of low dressing light and medium weight steers showed up and the long expected break came up with a vigor unseen so far this year. All interests started to pound, and after a four-day seige recent high prices are no more. Downturns ranged all the way from \$1.00 to \$2.00, the outside figure, of course, measuring extreme cases.

Yearlings fell hardest, but the disposition to scale down good to near choice steers which have been bringing outlandish high prices, was widespread. Apparently the decline had been stopped at the week closed.

**HOGS**—Receipts increased locally and at 11 large markets. Shipping demand is fairly broad and prices generally are 30c@45c lower on the better grades of 160 lbs. up. Packing sows are around 50c lower; pigs, 25c lower. The low top for the week was \$8.45, the lowest since mid-July, 1924. The closing top was \$8.65; bulk 210 to 300 lb. averages, \$8.20@8.55; 160 to 200 lbs., \$7.85@8.25; light lights, \$7.50@8.00; best pigs, \$7.75; bulk packing sows, \$7.25@7.50; best light weights, \$7.60@7.75.

**SHEEP**—The week's increased supplies included only a few finished lightweight lambs offerings, which were fat generally running too heavy for trade requirements. Numbers and tendency to heavier weights forced an uneven 50c@\$.1.00 downturn, with heavier weights getting the brunt. Shipping demand for Christmas lambs placed the week's top at \$14.25. Choice handyweights sold late at \$13.85, with

good desirable weight lambs going at \$13.25@13.65 at the close.

Weighty offerings moved at \$12.00@13.00, with extreme weight below the inside. Light native throw-outs at \$10.50@11.00 were within the same spread as the bulk of the available supply of yearlings. Clipped lambs moved at \$10.65@12.25 depending on quality and weight, with fat ewes steady at \$6.00@6.75. The top was at \$7.00 late, with \$7.25 paid for shipping ewes early in the period.

## ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Dec. 15, 1927.

**CATTLE**—Steers and butcher yearlings trend is lower this week, better descriptions showing drastic losses compared with a week ago. Steers at \$12.00 and up are 75c to \$1.00 lower; fat mixed yearlings and heifers, \$1.50 lower; plainer steers and medium heifers, 25c@50c lower; vealers, 25

@50c higher; other classes, steady. Tops for the week: 1,179 lb. steers and 1,069 lb. yearlings, \$17.00; 631 lb. mixed yearlings, \$15.00; heifers, \$13.00. Bulks: Steers, \$9.75@13.75; fat mixed yearlings and heifers, \$10.50@12.50; cows, \$6.50@8.00; low cutters, \$4.75@5.00.

**HOGS**—Hogs struck new low spot with the top at \$8.40 and the bulk of the best hogs, \$8.25@8.35 at mid-week. Prices subsequently reacted, reaching \$8.65 today. The general market closed 25c@50c lower than last week. Best hogs are 35c@40c off. The bulk of good, medium and heavy butchers sold at \$8.50@8.60 today; light weights, \$8.35@8.50; light lights, \$8.00@8.25; good pigs, \$7.25@8.00; packing sows, \$7.35@7.40.

**SHEEP**—Sharp decline sent most native lambs scaleward at \$13.00@13.25. Westerns are \$13.25@13.50, or 50c@75c under last week. Packer top, \$13.50, compared with \$14.00 the week before. Fat yearlings shared the downturn. Numerous loads of choice 85-90 pounders, \$10.75. Fat ewes unchanged; best, \$6.00.

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Dec. 15, 1927, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.) med-ch.....	\$ 8.10@ 8.65	\$ 8.25@ 8.60	\$ 7.90@ 8.25	\$ 7.80@ 8.25	\$ 8.00@ 8.10
Med. wt. (200-250 lbs.) med-ch.....	8.00@ 8.55	8.40@ 8.50	7.85@ 8.25	7.80@ 8.25	8.00@ 8.10
Lt. wt. (150-200 lbs.) com-ch.....	7.65@ 8.30	8.15@ 8.50	7.50@ 8.15	7.70@ 8.10	7.50@ 8.10
Lt. lt. (130-160 lbs.) com-ch.....	7.25@ 8.00	7.50@ 8.35	7.25@ 7.85	7.40@ 7.85	7.25@ 7.50
Packing sows, smooth and rough.....	7.15@ 7.75	6.85@ 7.50	7.15@ 7.75	6.35@ 7.50	7.00@ 7.50
Right. pigs (130 lbs. down), med-ch.....	7.00@ 7.75	7.00@ 8.00	.....	7.25@ 8.00	7.00@ 7.25
Av. cost and wt., Wed. (pigs excluded)	7.98-217 lb.	8.28-218 lb.	7.84-200 lb.	7.90-233 lb.	.....
<b>Slaughter Cattle and Calves:</b>					
<b>STEERS (1,500 LBS. UP):</b>					
Good-ch.....	13.75@17.75	.....	13.25@17.25	13.50@17.00	.....
<b>STEERS (1,300-1,500 LBS.):</b>					
Choice.....	17.25@17.75	16.00@17.00	15.75@17.00	15.50@16.75	14.75@17.00
Good.....	13.00@17.25	13.00@16.00	13.00@15.75	12.50@15.75	11.75@14.75
<b>STEERS (1,100-1,300 LBS.):</b>					
Choice.....	16.75@17.75	16.00@17.00	15.75@17.00	15.50@16.75	14.50@16.75
Good.....	13.00@16.75	12.75@16.00	12.50@15.75	12.15@15.50	11.75@14.50
<b>STEERS (950-1,100 LBS.):</b>					
Choice.....	16.25@17.25	15.75@17.00	15.25@16.75	15.25@16.75	14.00@16.50
Good.....	12.75@16.25	12.25@15.75	12.00@15.25	11.75@15.50	11.00@14.00
<b>STEERS (800 LBS. UP):</b>					
Medium.....	10.00@13.25	9.00@12.75	8.75@13.00	8.85@12.50	8.25@11.00
Common.....	8.00@10.00	7.50@ 9.00	7.00@ 8.75	6.75@ 8.85	6.25@ 8.25
<b>STEERS (FED CALVES AND YEARLINGS 750-950 LBS.):</b>					
Choice.....	15.50@16.50	15.00@16.00	14.50@16.25	14.50@16.25	13.25@16.00
Good.....	11.25@15.50	11.50@15.00	10.75@14.50	11.00@15.00	11.00@13.25
<b>HEIFERS (850 LBS. DOWN):</b>					
Choice.....	12.75@13.50	12.75@13.75	12.00@13.75	12.25@13.75	11.75@14.25
Good.....	10.25@12.75	10.50@12.75	10.00@12.00	9.75@12.50	9.00@11.75
Common-med.....	7.25@10.25	6.50@10.50	6.25@10.00	6.00@ 9.75	6.50@ 9.00
<b>HEIFERS (850 LBS. UP):</b>					
Choice.....	11.25@13.25	10.50@12.75	10.50@13.25	11.00@12.75	10.50@12.50
Good.....	9.75@12.75	8.75@11.50	9.00@11.50	8.85@12.00	9.00@10.80
Medium.....	8.00@10.25	7.50@ 9.25	6.75@ 9.25	6.75@ 9.50	6.50@ 9.00
<b>COWS:</b>					
Choice.....	10.25@10.75	9.50@10.50	9.00@10.50	9.00@10.00	9.00@10.50
Good.....	8.00@10.25	8.00@ 9.50	7.00@ 9.00	7.25@ 9.00	7.50@ 9.00
Common-med.....	5.75@ 8.00	5.75@ 8.00	5.75@ 7.00	5.75@ 7.25	6.00@ 7.50
Low cutter and cutter.....	5.00@ 5.75	4.00@ 6.00	4.50@ 5.75	4.65@ 5.75	4.75@ 6.00
<b>BULLS (YEARLINGS EXC.):</b>					
Beef Good-ch.....	8.00@ 9.25	7.75@ 8.75	7.50@ 8.25	7.25@ 8.00	7.25@ 8.25
Cutter-med.....	6.25@ 7.75	5.75@ 7.75	5.50@ 7.50	5.50@ 7.25	6.00@ 7.50
<b>CALVES (500 LBS. DOWN):</b>					
Medium-ch.....	7.00@ 9.50	7.00@10.00	7.00@ 9.00	7.00@10.50	6.50@ 9.00
Cull-common.....	5.50@ 7.00	5.00@ 7.00	5.00@ 7.00	5.50@ 7.00	5.00@ 6.50
<b>VEALERS (MILK-FED):</b>					
Good-ch.....	11.50@13.50	15.00@15.25	9.00@10.50	9.00@11.00	8.50@10.50
Medium.....	11.00@11.50	11.50@15.00	7.50@ 9.00	6.50@ 9.00	6.50@ 8.00
Cull-common.....	7.00@11.00	6.50@11.50	5.00@ 7.50	5.50@ 6.50	5.00@ 6.50
<b>Slaughter Sheep and Lambs:</b>					
Lambs (84 lbs. down) good-choice....	13.00@14.00	12.50@13.50	12.75@13.25	12.25@13.15	12.00@13.00
Lambs (92 lbs. down) medium.....	11.75@13.00	11.50@12.50	11.00@12.75	11.25@12.25	10.50@12.00
Lambs (all weights) cull-common.....	10.00@11.75	9.00@11.50	9.00@11.00	8.00@11.25	9.25@10.50
Yearling wethers (110 lbs. down) medium-choice.....	9.75@11.75	8.75@11.00	8.50@10.75	8.00@11.00	8.75@11.00
Ewes (120 lbs. down) medium-choice....	5.25@ 7.00	5.00@ 6.50	5.00@ 7.00	4.50@ 6.75	4.75@ 6.75
Ewes (130-150 lbs.) medium-choice....	4.25@ 6.75	4.00@ 6.00	4.50@ 6.75	4.25@ 6.50	4.75@ 6.75
Ewes (all weights) cull-common.....	1.75@ 5.25	1.00@ 4.50	1.50@ 5.00	1.25@ 4.50	1.75@ 4.75

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**KANSAS CITY.**

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., Dec. 15, 1927.

**CATTLE**—A prevailing weak to lower undertone featured the beef steer trade throughout the week, and sharp declines of 50c@\$1.00 were effected with the better grades showing the maximum decline. Texas grassers closed around 25c lower for the week. The week's top was scored on a short load of yearlings at \$16.00, while best matured steers stopped at \$15.25, the bulk of fed steers and yearlings sold from \$10.50@13.00, and most grass fat kinds went from \$9.00@9.75. She stock sold very uneven. Slaughter heifers were penalized 50c@\$1.00, while good to choice beef cows held around steady. Other grades of killing cows are 25@50c off. Bulls are steady to weak, and vealers are \$1.00@1.50 lower, with the late top at \$11.00.

**HOGS**—Increased receipts of hogs influenced a bearish feeling in the trade, and sharp declines were enforced early in the week. Some reaction at the close, due to a rather broad shipping demand, erased some of the early loss, and closing rates are generally 35@50c under last Thursday. The week's top was \$8.45 on choice medium weights, but at the close comparable grades cashed at \$8.25. Packing grades are 25@50c off, with \$6.50@7.50 taking the bulk.

**SHEEP**—A rather liberal supply, both locally and at other larger markets, was responsible for a 50@75c break in fat lamb prices. At the close, best fed westerns sold at \$13.15, while most of the arrivals cashed from \$12.50@13.00, the outside price taking choice native lambs. Mature sheep have been relatively scarce, and prices held fully steady. Best fat ewes sold up to \$6.60, while the bulk went from \$5.75@6.50.

**OMAHA.**

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Dec. 15, 1927.

**CATTLE**—Liberal receipts and a weak to lower market on dressed beef at eastern centers, with the resultant narrowing in local demand, brought about sharp declines on most killing classes. Generally slaughter steers and she stock show a decline for the week of 50@75c, with extremes of fully \$1.00 off on short fed yearlings, heifers and medium to good cows. Bulls held steady; veals declined 50c@

\$1.00. The bulk of fed steers and yearlings, \$11.00@14.00; weighty steers, \$15.00, with a few loads of yearlings up to \$16.00.

**HOGS**—The trend of hog prices was downward, the decline being traceable to increased supplies at all leading markets. Demand has shown breadth and toward the close of the period strength developed, although comparisons Thursday with Thursday show a net decline of 50c. Thursday's bulks follow: 160-190 lb. lights, \$7.75@8.00; 190-220 lb. averages, \$8.00@8.15; 220-300 lb. butchers, \$8.15@8.25; top, \$8.25; packing sows, \$7.25@7.75; stags, \$6.50@7.25.

**SHEEP**—Burdensome supplies of fat lambs here and elsewhere resulted in lower values, comparisons Thursday with Thursday showing prices 40@50c lower. The most decline was on weighty lambs. Fat sheep have been good property and under moderate supplies worked stronger, the advance for the period quoted being fully 25@50c. On Thursday, clearing for fed woolled lambs was largely \$12.25@12.85. The top on light lambs was \$13.25, while fat ewes are now selling largely at \$6.00@6.75. The top was \$7.00.

**SIOUX CITY.**

(Special Letter to The National Provisioner.)

Sioux City, Ia., Dec. 14, 1927.

**CATTLE**—Cattle receipts for the first three days of the week totaled slightly over 14,000, the bulk being made up of short feds and warmed-ups. This class, which was under pressure last week, met with sharp declines. In some instances warmed-ups showed a loss of 75c for this week. Choice beefs were scarce and ruled steady. Nothing of a fancy longfed order was on hand to test the market. The best to arrive sold for \$15.75, although they are still quotable up to \$17.50.

Butcher heifers shared the decline of shortfed steers. On the other hand, good fat cows are at the high point of the year, selling up to \$11.00 per hundred for 1,500 lb. animals. Veals are slightly lower, at \$7.00@11.50; bulls strong at \$6.50@8.00.

**HOGS**—Hog receipts have shown a marked increase, 31,000 having been received for the first three days of the week. The hog market suffered the worst break of the year, the average cost dropping to the lowest level in three years. For the three days the decline is fully 75c per hundred. Heavy and strong weight butchers continue to command the best prices. The following prices are current today.

Medium and strongweight butchers \$7.80@8.00; finished light butchers, \$7.75@7.90; light lights, \$7.50@7.65; sows, \$7.00@7.40.

**SHEEP**—Receipts of sheep for the first half of the week were 17,000. Lambs ruled generally 50c lower for the week. Best lambs today, \$13.00; ewes, 25c higher; top, \$6.75.

**ST. PAUL.**

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

South St. Paul, Minn., Dec. 14, 1927.

**CATTLE**—A concerted movement of all buying interests at Chicago to break the steer market, together with the resumption of normal receipts here, found local packers slashing prices all along the line. The average downturn for the week measured anywhere from 50@75c on steers, and 25 to, in spots, 50c on she stock, compared with the high point of last week. Several cars of fairly well finished steers realized \$13.25@13.75, the bulk of the shortfed crop going from \$10.00@13.00. She stock sold mostly at \$6.50@8.00 for cows, and on up to \$9.50 for heifers, with specialties up to \$11.50. Cutters held at \$4.75@5.75; bulls mostly \$6.75@7.25, while vealers on a 50c@\$1.00 break dropped to \$10.50.

**HOGS**—Continuing its downward swoop the hog market looks mostly 50c lower, compared with a week ago, with pigs mostly 25c lower. Recently bulk of the mixed 175 to 210 lb. averages sold at \$7.75, more desirable and heavier butchers bringing \$7.85. Most of the 130 to 160 lb. weights cleared at \$7.25, sows, largely \$7.00, with pigs also mostly at the latter price.

**SHEEP**—Fresh declines in the lamb market here found most of the good native lambs selling at \$13.00, with some choice kinds at \$13.25. A few bucky lambs cashed around \$12.00, heavies mostly \$11.50, and culls \$9.50@10.00. Best light and handyweight fat ewes brought \$6.50@6.75; culls \$2.50 to \$4.00. Range feeding lambs were few, and sold largely at \$12.00@12.50 for good and choice kinds.

**ST. JOSEPH.**

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Dec. 15, 1927.

**CATTLE**—Beef steer and yearling demand proved indifferent and prices suffered a 50c@\$1.00 slump, with the maximum loss noted for lighter weights. A

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package of choice yearlings topped at \$16.50, good heavy weight steers sold up to \$15.75, and the bulk of steers and yearling turned at \$10.35@13.40, with plain warmed-up lightweights at \$10.00 and below. Fat she stock values declined 25 @50c, and heifers came in for the full break. Most cows cleared at \$6.25@9.00 and early in the week a few choice reached \$10.50.

Short fed slaughter heifers ranged largely below \$11.50, and all cutters bulked at \$5.25@5.75. Veal prices suffered a 50c@1.00 setback, and the top dropped to \$13.00. Medium bulls held steady at \$6.50@7.25 mostly, and beef kinds showed strength with numerous sales at \$8.00 and above.

**HOGS**—Values declined sharply and reached a new low for the year at \$8.15. Prices later recovered slightly and finished 25@50c lower. Choice 240-280 lb. butchers topped on the close at \$8.25; most weights, 200 lbs. up, cleared at \$8.00@8.20. The majority of 170-200 lb. lights cashed at \$7.85@8.00. Light lights ranged from \$7.25@7.75. The bulk of packing sows made \$7.00@7.25, and smooth light weights reached \$7.50.

**SHEEP**—Fat lamb values broke fully 50c. Fat yearlings ruled mostly 25c lower and aged stock finished steady. Choice 80-84 lb. fed lambs topped at the close at \$13.10, as compared with a \$13.60 top early. Desirable 86 to 94 lb. fed woolskins turned at \$12.50@13.00. Choice native lambs sold up to \$12.75, and medium grades down to \$11.50. Heavy clipped lambs cashed at \$11.25. Fat yearlings made \$9.50@10.00, and fat ewes topped late at \$6.75.

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending December 10, 1927.

	CATTLE.		
	Week ending Dec. 10.	Prev. week.	Cor. week.
Chicago	25,957	26,369	32,930
Kansas City	26,540	28,032	30,905
Omaha	24,372	19,014	21,415
East St. Louis	14,881	12,077	15,079
St. Joseph	10,086	10,251	9,695
St. Louis City	9,890	10,674	11,223
Port Worth	2,554	2,003	4,985
Philadelphia	2,018	1,612	2,531
Indianapolis	6,254	5,982	5,379
Boston	1,811	1,781	2,458
New York and Jersey City	9,265	8,029	10,042
Oklahoma City	7,377	6,280	5,967
Total	138,371	130,957	157,415

	HOGS.		
	Week ending Dec. 10.	Prev. week.	Cor. week.
Chicago	163,900	167,500	129,000
Kansas City	29,906	28,861	39,452
Omaha	37,708	35,406	31,441
East St. Louis	48,102	43,327	31,455
St. Joseph	31,624	26,387	30,476
St. Louis City	24,296	28,941	27,154
Port Worth	4,985	4,985	4,985
Philadelphia	20,902	19,005	16,733
Indianapolis	19,952	15,378	26,104
Boston	20,094	16,429	12,257
New York and Jersey City	71,782	65,075	54,433
Oklahoma City	4,585	5,972	4,551
Total	512,846	488,240	422,683

	SHEEP.		
	Week ending Dec. 10.	Prev. week.	Cor. week.
Chicago	47,649	45,572	71,432
Kansas City	18,045	18,487	20,204
Omaha	34,671	28,067	30,555
East St. Louis	10,886	10,168	8,113
St. Joseph	23,806	20,318	16,774
St. Louis City	15,289	11,639	15,348
Port Worth	1,811	1,811	1,811
Philadelphia	5,906	6,125	5,022
Indianapolis	4,071	4,500	1,653
Boston	4,026	4,557	6,214
New York and Jersey City	68,459	53,259	62,119
Oklahoma City	152	108	150
Total	224,145	203,890	240,960

## NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ending Dec. 10, 1927, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	3,734	3,215	3,027	24,411
New York	841	3,905	32,548	12,054
Central Union	3,039	887	173	14,654
Total	7,614	12,707	36,248	50,519
Previous week	8,446	11,729	34,125	41,946
Two weeks ago	7,298	9,923	29,962	52,540

## PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Dec. 10, 1927, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	7,030	14,700	16,991
Swift & Co.	5,988	15,800	16,842
Morris & Co.	2,953	21,700	8,416
Wilson & Co.	4,743	13,500	5,600
Anglo-Amer. Prov. Co.	688	4,400	.....
G. H. Hammond Co.	3,285	7,100	.....
Libby, McNeill & Libby	1,290	.....	.....
Brennan Packing Co., 6,700 hogs; Miller & Hart, 7,700 hogs; Independent Packing Co., 5,800 hogs; Boyd, Lunham & Co., 5,800 hogs; Western Packing & Provision Co., 11,300 hogs; Roberts & Oake, 8,800 hogs; Agar Packing Co., 5,900 hogs; others, 34,900 hogs.	.....	.....	.....
Total	21,123	5,417	20,906

KANSAS CITY.			
	Cattle.	Calves.	Hogs.
Armour & Co.	3,559	827	7,669
Cudahy Pkg. Co.	4,181	1,187	4,754
Morris & Co.	3,427	1,000	3,917
Swift & Co.	3,782	1,709	7,348
Wilson & Co.	4,907	587	5,734
Fowler Pkg. Co.	700	.....	.....
Local butchers	567	107	484
Total	21,123	5,417	20,906

OMAHA.			
	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,625	10,730	8,927
Cudahy Pkg. Co.	5,361	8,551	8,996
Doid Pkg. Co.	1,305	6,718	.....
Morris & Co.	2,862	3,482	5,092
Swift & Co.	5,146	8,277	12,267
Eagle Pkg. Co.	22	.....	.....
M. Glassburg	16	.....	.....
Glaser Prov. Co.	23	.....	.....
Hoffman Bros.	40	.....	.....
Mayerowich & Vail	29	.....	.....
Omaha Pkg. Co.	71	.....	.....
J. Rife Pkg. Co.	13	.....	.....
J. Roth & Sons	63	.....	.....
So. Omaha Pkg. Co.	62	.....	.....
Lincoln Pkg. Co.	584	.....	.....
Morrell Pkg. Co.	28	.....	.....
Nagle Pkg. Co.	22	.....	.....
Sinclair Pkg. Co.	145	.....	.....
Wilson Pkg. Co.	25	.....	.....
Kennett-Murray Co.	.....	1,213	.....
J. W. Murphy	.....	1,538	.....
Other buyers	.....	10,065	.....
Total	20,452	51,404	35,282

ST. LOUIS.			
	Cattle.	Calves.	Hogs.
Armour & Co.	2,124	602	7,811
Swift & Co.	3,445	1,189	8,988
Morris & Co.	2,237	329	3,507
East Side Pkg. Co.	2,033	39	7,121
All others	5,053	1,052	20,675
Total	14,891	3,211	48,102

ST. JOSEPH.			
	Cattle.	Calves.	Hogs.
Swift & Co.	3,413	1,220	15,762
Armour & Co.	2,139	310	8,001
Morris & Co.	2,283	621	7,640
Others	3,256	267	6,365
Total	11,091	2,418	37,768

SIOUX CITY.			
	Cattle.	Calves.	Hogs.
Cudahy Pkg. Co.	3,074	373	11,209
Armour & Co.	3,073	391	10,455
Swift & Co.	2,170	322	5,804
Sacks Pkg. Co.	2	.....	.....
Smith Bros.	17	9	357
Local butchers	31	9	.....
Other buyers	2,151	35	5,698
Total	10,578	1,189	33,720

OKLAHOMA CITY.			
	Cattle.	Calves.	Hogs.
Morris & Co.	2,220	692	2,201
Wilson & Co.	3,818	578	1,913
Other butchers	69	.....	471
Total	6,107	1,270	4,585

WICHITA.			
	Cattle.	Calves.	Hogs.
Cudahy Pkg. Co.	1,438	925	6,878
Doid Pkg. Co.	511	8	4,285
Wichita Drad. Beef Co.	24	.....	.....
Dunn-Ostertag	149	.....	.....
Keefe-Le Sturgeon	100	.....	.....
Total	2,222	944	11,163

INDIANAPOLIS.			
	Cattle.	Calves.	Hogs.
Eastern buyers	1,168	2,229	19,175
Kingan & Co.	1,625	734	32,271
Indianapolis Abat. Co.	1,513	67	414
Armour & Co.	583	15	3,153
Bell Pkg. Co.	122	.....	999
Brown Bros.	135	16	.....
Hilgemeier Bros.	.....	1,200	.....
Schussler Pkg. Co.	.....	562	.....
Riverview Pkg. Co.	2	.....	352
Meler Pkg. Co.	81	6	456
Indiana Prov. Co.	57	19	380
Art Wabnitz	16	58	26
Mass-Hartman & Co.	32	11	.....
Steinmetz Pkg. Co.	.....	.....	20
Hoosier Abt. Co.	21	.....	.....
Misc.	537	64	635
Total	5,842	3,247	50,906

CINCINNATI.			
	Cattle.	Calves.	Hogs.
C. A. Freund	144	59	234
S. Gall & Son	125	12	.....
J. Hilberg & Son	125	16	.....
G. Juengling	150	114	.....
E. Kahn's Sons Co.	506	145	5,531
Kroger Groc. & Bak. Co.	229	101	4,221
Lohrey Pkg. Co.	3	.....	307
H. H. Meyer Pkg. Co.	3	.....	4,993
W. G. Rehn & Son	163	57	.....
A. Sander Pkg. Co.	9	.....	2,146
J. Schlaechter & Son	235	158	.....
J. & G. Schroth Pkg. Co.	13	.....	4,694
Vogel & Son	13	6	696
Total	1,711	668	22,762

MILWAUKEE.			
	Cattle.	Calves.	Hogs.
Plankinton Pkg. Co.	1,694	6,115	14,271
U. D. B. Co., New York	51	.....	.....
The Layton Co.	.....	.....	487
R. Gunz & Co.	220	7	75
Armour & Co.	592	2,907	.....
Armour & Co., Chicago	184	27	27
Butchers	256	247	200
Traders	390	106	23
Total	3,381	9,472	15,056

ST. PAUL.			
	Cattle.	Calves.	Hogs.
Armour & Co.	3,164	2,298	27,877
Cudahy Pkg. Co.	382	733	.....
Hertz Bros.	184	27	27
Swift & Co.	4,860	3,778	42,318
United Pkg. Co.	1,265	171	.....
Others	940	.....	13,614
Total	10,795	7,007	83,836

RECAPITULATION.			
Recapitulation of packers' purchases by market for the week ending Dec. 10, 1927, with comparisons:			
CATTLE.			
	Week ending Dec. 10.	Prev. week.	Cor. week.
Chicago	25,957	26,369	32,930
Kansas City	21,123	22,327	24,786
Omaha	20,452	19,426	19,712
St. Louis	14,891	12,077	15,079
St. Joseph	11,091	11,254	11,476
St. Louis City	10,086	11,175	11,571
St. Paul	6,107	5,268	4,528
Indianapolis	5,842	5,244	5,845
Cincinnati	1,711	1,509	1,648
Milwaukee	3,381	3,936	5,157
Wichita	2,222	2,014	1,738
Denver	.....	.....	3,103
St. Paul	10,795	13,949	14,717
Total	134,150	134,148	152,292

HOGS.			
	Week ending Dec. 10.	Prev. week.	Cor. week.
Chicago	163,900	167,500	129,000
Kansas City	29,906	28,861	39,452
Omaha	37,708	35,406	31,441
East St. Louis	48,102	43,327	31,455
St. Joseph	31,624	26,387	30,476
St. Louis City	24,296	28,941	27,154
Port Worth	4,985	4,985	4,985
Philadelphia	20,902	19,005	16,733
Indianapolis	19,952	15,378	26,104
Boston	20,094	16,429	12,257
New York and Jersey City	71,782	65,075	54,433
Oklahoma City	4,585	5,972	4,551
Total	512,846	488,240	422,683

SHEEP.			
	Week ending Dec. 10.	Prev. week.	Cor. week.
Chicago	47,649	45,572	71,432
Kansas City	18,045	18,487	20,204
Omaha	34,671	28,067	30,555
East St. Louis	10,886	10,168	8,113
St. Joseph	23,806	20,318	16,774
St. Louis City	15,289	11,639	15,348
Port Worth	1,811	1,811	1,811
Philadelphia	5,906	6,125	5,022
Indianapolis	4,071	4,500	1,653
Boston	4,026	4,557	6,214
New York and Jersey City	68,459	53,259	62,119
Oklahoma City	152	108	150
Total	224,145	203,890	240,960

## MORE LIVESTOCK BY TRUCK.

An increase in receipts of livestock by truck at the principal markets was evident during November. The Kansas City market, for example, received 4,995 cattle against 4,875 in November last year, by truck, while truck hogs totalled 36,157 against 32,272.



## HIDE AND SKIN MARKETS

### Chicago.

**PACKER HIDES**—There was a further advance of  $\frac{1}{8}$ c this week on practically all descriptions in the packer hide market. Trading was fairly active the fore part of week at the new prices, and the movement is estimated to have covered from 60,000 to 75,000 hides, mostly December take-off, with some November and in one instance, a few October included. The market is now sold up closely into kill and is undoubtedly in a very strong statistical position, despite the fact that the season of prime quality is past. Last trading prices were bid in some instances with no offerings available.

Spread native steers are inactive and are quoted nominally at 26 $\frac{1}{2}$ c. One packer moved 800 October-November heavy native steers at 25 $\frac{1}{2}$ c, a  $\frac{1}{8}$ c advance over last week. Quality appeared to be a big factor here for later sales were made at 25c for November-December, around 10,000 moving at this price. Extreme native steers are in light supply and are nominally around 23 $\frac{1}{2}$ c, with 24c asked.

Around 2,000 butt branded steers sold at 24 $\frac{1}{2}$ c and 6,500 Colorados at 24c, both  $\frac{1}{8}$ c up. For heavy Texas steers 24 $\frac{1}{2}$ @25c is asked, against sales at 24c last week. About 2,500 light Texas steers sold at 24c,  $\frac{1}{8}$ c up. Extreme light Texas steers are quoted at 22 $\frac{1}{2}$ c along with branded cows.

Close to 10,000 heavy native cows sold at 23 $\frac{1}{2}$ c. About 20,000 light native cows brought 23c. This figure is now bid. From 12,000 to 15,000 branded cows sold at 22 $\frac{1}{2}$ c and this price is now bid. Cows were all up  $\frac{1}{8}$ c and the movement was mostly December, with some November included.

One packer moved 450 native bulls, current production, at 19c, and other sales are reported, but as yet unconfirmed. Two packers report 19c bid later. Branded bulls are quoted nominally around 17 $\frac{1}{2}$ @18c; last confirmed trading 1c under.

**SMALL PACKER HIDES**—The market is stronger, in a nominal way, in sympathy with the big packer market. Local small packers, however, are sold up closely to the end of the year, with last trading in December hides at 22 $\frac{1}{2}$ c for all-weight natives and 22c for branded. The market is now nominally  $\frac{1}{8}$ c higher. One local packer moved 2,000 December branded hides at the close of last week at 22c. One lot of 400 December bulls sold last week, before the advance, at 17 $\frac{1}{2}$ c for native bulls and 16c for branded. Another small packer has since declined 18c for native bulls. One sale of 1,000 small packer regular slunks was made at \$1.30 and 1,000 hairless at \$1.00 for No. 1's, dating back a couple of months.

**COUNTRY HIDES**—The market is stronger in sympathy with packer hides. Buyers show some hesitancy in paying the prices asked, but the scarcity of packer offerings is a big factor. Sales of all-weights are reported at 21c, selected, delivered. For heavy cows and steers 19 $\frac{1}{2}$ @20c is asked. Buff weights, 20 $\frac{1}{2}$ @21c, selected, is asked. Sellers are asking 23c for good 25/45 lb. extremes, ranging down to 22 $\frac{1}{2}$ @22 $\frac{1}{2}$ c for 25/50 lb. weights. Bulls, 16@16 $\frac{1}{2}$ c asked. All-weight branded, 19@19 $\frac{1}{2}$ c asked, Chicago freight.

**CALFSKINS**—The packer calf market is stronger and fairly well cleaned up to the end of November. One packer sold 10,000 November calf at 29c, northern basis. This is a full cent up. Sellers are now talking 30 $\frac{1}{2}$ @31c for unsold Nov.

First salted Chicago city calfskins advanced 1 $\frac{1}{8}$ c on the sale of a car at 27 $\frac{1}{2}$ c, and this figure was declined for more. Outside cities are quoted around 26@26 $\frac{1}{2}$ c. Mixed cities and countries are quoted around 23@23 $\frac{1}{2}$ c.

**KIPSKINS**—Two packers moved November kips during the period at a 26c

basis for northern. Overweights sold early at 25 $\frac{1}{2}$ c, later at 26c. Branded kips moved early at 24c. Another packer withdrew his kip production from market.

First salted Chicago city kips sold last, some time back, at 24c, but 25@26c is now talked. There has been no recent trading. For outside city kips 24@25c is talked. Mixed cities and countries are quoted nominally around 22 $\frac{1}{2}$ @23c.

Packer regular slunks sold last at \$1.50, and this figure is reported bid. Hairless moved this week at 92 $\frac{1}{2}$ c, while others report securing up to \$1.10 for selected.

**HORSEHIDES**—The market is strong and offerings are reported light. Up to \$9.25 is asked for choice mixed lots, ranging down to \$8.50, asked for ordinary lots.

**SHEEPSKINS**—Dry pelts quoted at 25@28c per lb., according to section. Packer shearings are quiet at this season. Last trading was last week when a car, a good part of which were No. 2's, sold at \$1.15. The market is well cleaned up. Pickled skins are quoted at \$9.25@9.50 per doz. straight run of packer lamb at Chicago. They are well sold up. Last trading was at \$8.62 $\frac{1}{2}$  for ribby lambs and \$9.75 for blind ribbies. Pickled sheepskins are quoted around \$10.50. Blind ribbies sold last at \$11.00 and ribbies at \$9.50, at Chicago. Packer wool lambs sold at \$3.15 per cwt. live lamb at Chicago and are quoted at \$3.25 per cwt. live lamb for next week. Packer lambs are quoted at \$2.25@2.60, and sheepskins around \$1.75@2.25. Small packer lambs are quoted around \$2.00@2.50.

**PIGSKINS**—The market inactive on No. 1 pigskin strips, with ideas varying from 8 $\frac{1}{2}$ @9 $\frac{1}{2}$ c. Last trading was at 9c. Gelatine stocks sold last at 4c, delivered to mid-west point. They are quoted nominally at 4@4 $\frac{1}{2}$ c.

### New York.

**PACKER HIDES**—The packer hide market is strong, in sympathy with the western market. One packer moved a part of December production early at 25c for native steers, 24 $\frac{1}{2}$ c for butt brands and 24c for Colorados. Others declined to trade on this basis and are asking 25 $\frac{1}{2}$ c for native steers, 25c for butt brands and 24 $\frac{1}{2}$ c for Colorados.

**COUNTRY HIDES**—Country hides are firm but rather quiet due to low stocks and the high prices generally asked. Buyers are a little slow to take hold. For all-weights 20 $\frac{1}{2}$ @21c is generally asked. For buff weights 20 $\frac{1}{2}$ @21c is asked. Sellers are asking 22 $\frac{1}{2}$ @23c for good 25/45 lb. extremes.

**CALFSKINS**—Calfskins are strong and stocks are very light. Sales could undoubtedly be made at higher prices if skins were available. A few skins are being offered at extreme prices. Sales were made late last week and just disclosed at \$2.25 for 5-7's, \$2.75 for 7-9's and

\$3.65 for 9-12's. Collectors advanced their prices on green city skins 1c per lb. during week, and 10c each on 9-lb. and up. Kipskins are strong. Last sales of 12-17 lb. were made at \$4.10, and 17-lb. up are quoted at \$5.50.

### CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending Dec. 10, 1927, 4,858,000 lbs.; previous week, 5,899,000 lbs.; same week, 1926, 5,771,000 lbs.; from Jan. 1 to Dec. 10, 212,595,000 lbs.; same period, 1926, 180,329,000 lbs.

Shipments of hides from Chicago for the week ending Dec. 10, 1927, 5,260,000 lbs.; previous week, 5,400,000 lbs.; same week, 1926, 6,131,000 lbs.; from Jan. 1 to Dec. 10, 242,614,000 lbs.; same period, 1926, 252,568,000 lbs.

### CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending Dec. 17, 1927, with comparisons, are reported as follows:

PACKER HIDES.				
	Week ending Dec. 17, '27.	Week ending Dec. 10, '27.	Cor. week.	1926.
Spread native steers .....	26 @26 $\frac{1}{2}$ n	@26n	16	@16 $\frac{1}{2}$
Heavy native steers .....	25 @25 $\frac{1}{2}$	25 @25 $\frac{1}{2}$	15	@15 $\frac{1}{2}$
Heavy Texas steers .....	24 $\frac{1}{2}$ @25ax	@24		@14
Heavy butt branded steers .....	@24 $\frac{1}{2}$	@24		@14
Heavy Colorado steers .....	@24	@23 $\frac{1}{2}$	13 $\frac{1}{2}$	@14
Ex-light Texas steers .....	@22 $\frac{1}{2}$	@22		@12 $\frac{1}{2}$
Branded cows .....	@22 $\frac{1}{2}$	@22		@12 $\frac{1}{2}$
Heavy native cows .....	@23 $\frac{1}{2}$	@23		@13 $\frac{1}{2}$
Light native cows .....	@22	@22 $\frac{1}{2}$		@13 $\frac{1}{2}$
Native bulls .....	@19	18 @18 $\frac{1}{2}$	10	@10 $\frac{1}{2}$
Branded bulls .....	17 $\frac{1}{2}$ @18n	16 $\frac{1}{2}$ @17n	8	@9
Calfskins .....	@23	@23		@18 $\frac{1}{2}$ ax
Kips, overw't .....	@26	@26	17 $\frac{1}{2}$	@18
Kips, branded .....	@24	23 $\frac{1}{2}$ @24n	16	@16 $\frac{1}{2}$
Slunks, regular .....	@1.50	@1.50		@1.25
Slunks, hairless .....	92 $\frac{1}{2}$ @1.00	1.00@1.10		@85
Light, Native, Butts, Colorado steers 1c per lb. less than heavies.				

CITY AND SMALL PACKERS.				
	Week ending Dec. 17, '27.	Week ending Dec. 10, '27.	Cor. week.	1926.

Natives, all weights .....	@23n	@22 $\frac{1}{2}$	@23	
Branded hds. ..	@22 $\frac{1}{2}$ n	@22 $\frac{1}{2}$	@12 $\frac{1}{2}$	
Bulls, native ..	18 @18 $\frac{1}{2}$ n	@17 $\frac{1}{2}$	9	@9 $\frac{1}{2}$
Branded bulls ..	16 $\frac{1}{2}$ @17n	@16	7	@7 $\frac{1}{2}$
Calfskins .....	@27 $\frac{1}{2}$	@26	17	@17 $\frac{1}{2}$
Kips .....	24 $\frac{1}{2}$ @25 $\frac{1}{2}$ n	24 $\frac{1}{2}$ @25a	30	@21.10n
Slunks, hairless ..	@1.30	@1.40n	90	@1.10n
Slunks, hairless ..	No. 1 .....	@1.00	@70n	@90n

COUNTRY HIDES.				
	Week ending Dec. 17, '27.	Week ending Dec. 10, '27.	Cor. week.	1926.

Heavy steers .....	19 $\frac{1}{2}$ @20ax	19 @19 $\frac{1}{2}$ ax	10	@10 $\frac{1}{2}$
Heavy cows .....	19 $\frac{1}{2}$ @20ax	19 @19 $\frac{1}{2}$ ax		@10
Butts .....	20 $\frac{1}{2}$ @21ax	20 @20 $\frac{1}{2}$ ax	11	@11 $\frac{1}{2}$
Extremes .....	22 @23ax	22 @22 $\frac{1}{2}$ ax	13	@14
Bulls .....	16 @16 $\frac{1}{2}$ ax	15 $\frac{1}{2}$ @16ax	7 $\frac{1}{2}$	@8ax
Calfskins .....	@22n	@21n	13 $\frac{1}{2}$	@13 $\frac{1}{2}$
Kips .....	@21n	20 @20 $\frac{1}{2}$ n	13 $\frac{1}{2}$	@14
Light calf .....	1.30@1.40	1.30@1.50	90	@1.10
Deacons .....	1.25@1.40	1.25@1.40	90	@1.10
Slunks, regular ..	@1.00	75 @1.00	60	@70
Slunks, hairless ..	@30	20 @30	15	@25
Horsehides .....	8.50@9.25ax	8.00@9.00ax	4.00@5.50	
Hogskins .....	@75	@70	35	@45

SHEEPSKINS.				
	Week ending Dec. 17, '27.	Week ending Dec. 10, '27.	Cor. week.	1926.
Packer lambs .....	1.75@2.20	1.75@2.10	1.75@2.22 $\frac{1}{2}$	
Pks. shearings ..	@1.15	1.15@1.20	1.15@1.25	
Dry pelts .....	25 @28	25 @28	21	@23

Stocks of hides and skins at the end of October, 1927, with comparisons, based on reports received from 4,384 manufacturers and dealers, are reported by the U. S. Department of Commerce as follows:

	Oct. 1927.	Sept. 1927.	Oct. 1926.	Moved in Oct. 1927.*
Cattle, total, hides .....	3,733,484	3,516,514	4,116,860	1,876,820
Domestic—packer hides .....	2,576,915	2,387,114	2,961,951	1,303,076
Domestic—other than packer hides .....	739,772	702,626	958,629	465,964
Foreign (not including foreign-tanned) hides .....	410,797	427,374	193,960	197,780
Buffalo hides .....	54,237	75,312	18,824	6,945
Calf and kip skins .....	3,138,806	3,704,525	4,406,567	1,495,735
Horse, colt, ass, and mule:				
Hides .....	96,762	87,954	70,992	38,622
Fronts, whole .....	97,170	104,152	144,080	3,379
Butts, whole .....	28,659	43,075	168,017	1,948
Shanks .....	52,683	21,544	50,814	3,948
Goat and kid skins .....	10,704,543	10,950,267	11,806,393	1,289,507
Cabretta skins .....	1,562,195	1,063,004	1,253,378	91,719
Sheep and lamb skins .....	8,010,017	8,602,206	7,927,457	2,211,731
Skivers and fleshers, dozens .....	95,855	101,888	132,936	3,944
Kangaroo and wallaby skins .....	114,380	125,386	82,111	
Deer and elk skins .....	219,358	233,772	229,087	54,421
Pig and hog skins .....	71,171	77,863	76,549	27,152
Pig and hog strips, pounds .....	457,968	399,993	306,719	30,863

\*Represents deliveries by packers, butchers, dealers, and importers.

# ICE AND REFRIGERATION

## ICE NOTES.

The Gibsland Ice & Cold Storage Co., Gibsland, La., has let a contract for the erection of a brick plant 40 by 60 feet in size.

The Memphis Cold Storage Co., Memphis, Tenn., has let a contract for a one-story addition to its plant.

The Valley Electric & Ice Co., McAllen, Tex., has started work on the erection of an ice and cold storage plant to cost \$100,000.

An ice and cold storage addition will be erected by the Central Power & Light Co., San Antonio, Tex. The building will be one story high and of concrete, brick, hollow tile and steel construction.

A new plant, in which will be included cold storage facilities, will be erected by the Tuscaloosa Packing Co., Tuscaloosa, Ala.

Contracts will be let soon by the Independent Ice Co., Palestine, Tex., for improvements to its plant, including a new

cold storage plant, engine room, offices, etc.

Plans are being made for the erection of a cold storage plant at Sand Springs, Alaska. Edward Wilson is interested in the project.

Contracts will be let soon, it is said, by the Chico Ice & Cold Storage Co., Chico, Calif., for a new concrete building to replace the present wooden building. The improvements are expected to cost approximately \$60,000.

The Natural Ice & Cold Storage Co., Lankershim, Calif., is planning the erection of an ice plant to cost \$150,000.

The Southeastern Ice & Cold Storage Co., Indiana, Fla., is constructing an ice plant.

J. M. Meffert will erect a cold storage warehouse in Ocala, Fla.

Negotiations have been entered into by the Georgia Power Co., Atlanta, Ga., for the erection of a cold storage plant in McRae, Ga.

The Highland Ice & Refrigerating Co., Highland, Ill., cold storage warehousing and ice manufacturing, has been incorporated with a capital stock of \$80,000. The incorporators are Eugene Scott, Maurice Schott and Hans Kalb.

Plans for the erection of a cold storage plant in Mercedes, Tex., are being made by the Central Light & Power Co. This company is also considering Raymondville, Tex., as the location of a second plant.

The Guaranty Cold Storage Co., Alexandria, Va., has been incorporated with a capital stock of \$50,000. The incorporators are B. W. Parker, Max Fischer and Wm. E. Everett.

The Richmond Cold Storage Co., Richmond, Va., has let the contract for the construction of a cold storage plant.

A contract has been awarded by the Commonwealth Ice & Cold Storage Co., Boston, Mass., for an addition to its cold storage plant.

The Cuyahoga Ice & Cold Storage Co., Cleveland, Ohio, has been incorporated with a capital stock of \$200,000.

C. Hoffberger is planning the erection of a cold storage warehouse in Baltimore, Md.

The New Orleans Cold Storage & Warehouse Co., New Orleans, La., is installing a 100-ton ice plant.

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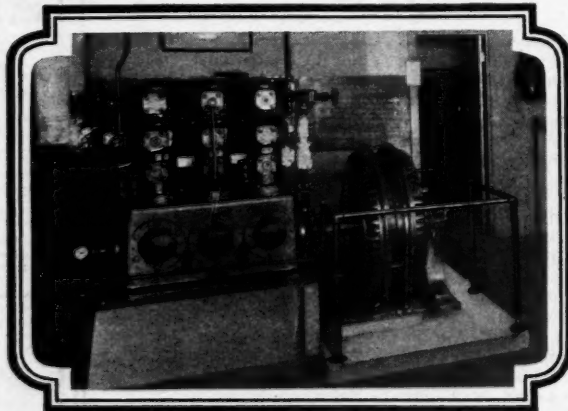
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# HOWE Dependable Refrigeration

## FROZEN POULTRY IN STORAGE.

The monthly report of the Bureau of Agricultural Economics, United States Department of Agriculture, shows the following cold storage holdings of frozen poultry on December 1, 1927:

Total frozen poultry, 84,758,000 lbs., compared with 106,854,000 lbs. December 1, 1926, and a five-year average of 79,317,000 lbs.

Broilers, 14,669,000 lbs., compared with 20,550,000 lbs. December 1, 1926, and a five-year average of 16,299,000 lbs.

Fryers, 6,235,000 lbs., compared with 7,262,000 lbs. December 1, 1926.

Roasters, 21,140,000 lbs., compared with 29,091,000 lbs. December 1, 1926, and a five-year average of 25,553,000 lbs.

Fowls, 12,363,000 lbs., compared with 13,697,000 lbs. December 1, 1926, and a five-year average of 10,479,000 lbs.

Turkeys, 5,237,000 lbs., compared with 5,912,000 lbs. December 1, 1926, and a five-year average of 5,776,000 lbs.

Miscellaneous poultry, 25,114,000 lbs., compared with 30,342,000 lbs. December 1, 1926, and a five-year average of 21,210,000 lbs.

While the Bureau feels assured of the completeness and accuracy of the total amount of poultry reported, it cannot vouch for the accuracy and classification of the various sizes of chickens. There are a number of concerns whose holdings are exceedingly heavy, who find it impracticable to make the segregation on their reports. Consequently, there will be fryers contained in the figures shown for broilers, roasters and possibly miscellaneous poultry.

## B. A. I. DIVISION HEAD DIES.

Dr. J. A. Kiernan, chief of the tuberculosis eradication division of the U. S. Bureau of Animal Industry, died at Washington, D. C., Tuesday, December 13, following an attack of influenza. Funeral services were held on Friday.



**SOLVING MEAT PROBLEMS.**

(Continued from page 26.)

keeping, Purchasing, Control of Quality of Product, and Yields.

As soon as this was sent out to the membership, the revision of the third volume of the series, entitled "Manufacturing Operations," was started. This volume describes the Manufacture of Fresh, Smoked, and Dry Sausage, Lard and Shortening, Edible Oils, Oleomargarine, Beef Extract, and Canned Meats. The old edition was greatly enlarged and brought up to date. As has been customary, one copy was sent to each member company of the Institute. Very favorable comments on the volume were received from a number of the members. In addition to the copies distributed to the members, several hundred additional copies have been sent out on request.

**Meat Canning Manuscript Received.**

Shortly after the revised edition of "Manufacturing Operations" was issued, a very valuable contribution on the subject of Meat Canning was received from R. H. Funke. The Committee considered it advisable to send a mimeographed copy of this material to each of the members to be used as a supplement to the volume on "Manufacturing Operations." Later, when the present edition of "Manufacturing Operations" is exhausted, it is planned to revise it again and bring it up to date, incorporating the material received from Mr. Funke.

After some consideration, the Committee decided to enlarge the series on "Packinghouse Operations" from four to five volumes. The fifth volume will cover "Inedible By-Products." The material for this volume is being collected rapidly. As has been customary in the past, packinghouse men have been requested to furnish material upon subjects with which they are particularly well acquainted. In this way, it is possible to gather together the latest established practice in the industry. The volume will contain chapters on the Manufacture of Tallows and Greases, Oils and Stearines, Fertilizer, Stock Feeds, Glue, Hides, Sheep Pelts, Bones, and Curled Hair. A chapter will also be devoted to modern methods of handling Waste Waters.

The increasing number of these volumes on Packinghouse Operations sold to the members' employees throughout the country indicates to the Committee that the volumes are being accepted as valuable aids, both to practical operators as well as to students.

The chairman has continued to work with the Institute of Meat Packing in improving the material for the training courses.

**Sub-Committee on Recording.**

R. F. Eagle, Chairman.

A. W. Cushman	E. D. Henneberry
A. E. Danielson	C. Robert Moulton
S. C. Frazee	E. E. Nott
F. J. Gardner	H. D. Tefft
L. F. Gerber	L. B. Whitmarsh

R. E. Yocum.

**Report of Sub-Committee on Standardization**

By W. H. Kammert, Chairman.

Seventeen meetings of the Sub-Committee have been held at which surveys have been made of various supplies in use by members. As a result of these conferences, definite recommendations and specifications have been issued to the membership for the standardization of ropes,

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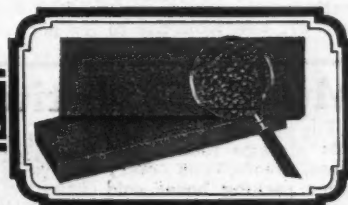
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twines, muslin, cheese cloth and paper to be used for specific purposes. The recommendations were made after due consideration of quality and price. They indicate the grade and specifications required for each use, and, wherever possible, specify one grade for more than one purpose. This tends to reduce storeroom inventories.

With these recommendations as a guide, member companies can now submit to manufacturers definite specifications covering their supply requirements, feeling sure that these specifications are the result of the combined experience of the industry. It gives the members an opportunity to obtain quotations from different manufacturers on supplies that are comparable.

**Manufacturing Costs Reduced.**

A further benefit is that the members tend to concentrate the needs of the in-

dustry upon a minimum number of grades, and this, in turn, enables manufacturers to reduce their manufacturing costs to the ultimate advantage of the buyer. The Sub-Committee found some members using twines and muslin far too expensive for the particular purpose or made of materials that were not suitable. Many members were also carrying a greater number of grades of twine than was necessary.

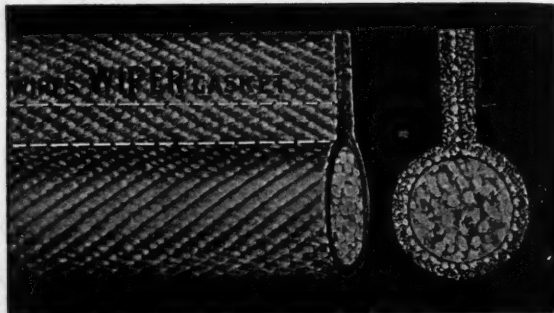
In the selection of standards the Committee has continued its practice of requesting samples from Institute members and manufacturers and of having present at certain of its meetings representatives of reputable manufacturers of such supplies, in order to have available broad technical advice. This procedure was particularly helpful in the standardization of ropes, twines, and brushes.

The Sub-Committee expects very shortly to issue recommendations covering types of brushes and their specifica-

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tions, and recommendations for sizes of paper to be used in the wrapping of smoked meats. Present indications are that the sizes of paper now in general use for wrapping smoked meats are larger than necessary and that substantial economies can be effected by a reduction in these sizes.

### Can Sizes Standardized.

The practical value of standardization is appealing to our members more each year. This is shown by a recent survey of can manufacturers which indicates that 92 per cent of the lard and shortening containers manufactured for domestic use are Institute standard sizes.

Furthermore, prices on standard sizes of cans are now from five to ten per cent

less than in 1926, as a result of economies which manufacturers were able to make by introducing or by increasing the use of automatic machinery. This would not have been possible if the number of sizes had not been reduced through standardization. As tinware is one of the big supply items, a reduction in cost of five to ten per cent represents a substantial saving.

The Sub-Committee has succeeded very recently in obtaining the co-operation of more packers previously using non-standard sizes.

The increased interest in the Sub-Committee's work also has been shown by the requests from members for standardization of additional supplies. These items are to be taken up by the Sub-Committee as fast as prior work is completed.

At times, new types and grades of supplies are offered to Institute members. Any of these which are referred to the Sub-Committee on Standardization are given earnest consideration and the member submitting them receives the final decision of the Sub-Committee as to whether they are better than present usage.

It should be borne in mind that no standards which are adopted should be considered unchangeable. Standards are open to revision at any time when improvements are possible, and must be kept up-to-date if they are to be commercially practical. It is the purpose of the Sub-Committee to review all standards from time to time in order to effect any changes deemed necessary. The results of the last review were issued to the members on July 31, 1926, in bulletin No. 154-V.

### Work Done on Shortening Containers.

Representatives of the Sub-Committee attended a meeting called at Washington by the U. S. Department of Commerce at which representatives of the Interstate Cotton Seed Crushers Association also were present. At this meeting, tentative plans were formed for standards for shortening containers which would be acceptable to both associations. Some differences of opinion arose regarding what constituted shortening, and why any standardization agreement should not be binding upon all manufacturers of cooking fats. It is hoped that these differences may be adjusted in the future.

The Sub-Committee has collaborated with the Institute's Service Laboratory in developing tests which will enable members to determine whether the supplies received for analysis meet specifications.

The Sub-Committee is co-operating with Secretary Hoover in various simplification and standardization projects.

It also receives frequent requests from other trade associations and organizations for information regarding its standardization work. In every case such information as is warranted is supplied, together with copies of the bulletins covering the recommended standards.

The Special Sub-Committee on Standardization of Truck Bodies, following meetings and conferences with manufacturers of bodies, has prepared and issued to the membership specifications covering an open express body suitable for one-ton Ford and Chevrolet trucks. These specifications are intended to enable manufacturers to make truck bodies upon a volume basis and at greatly reduced prices.

### Sub-Committee on Standardization.

W. H. Kammert, Chairman.

W. H. Allerdice	George Lauth
C. J. Carney	H. W. Marston
Wm. Christofferson	Carl G. Mayer
H. R. Davison	H. H. Meyer
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# *Jamison* Doors

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# Chicago Section

G. A. Briggs, general manager Swift & Company, East St. Louis, Ill., was in Chicago this week.

A Minnesota packer in town this week was H. R. Elliott, president of Elliott & Co., Duluth, Minn.

J. G. Cownie of the Jacob Dold Packing Co., Buffalo, N. Y., was in Chicago again this week on business.

P. A. Jacobson, president of the Interstate Packing Company, Winona, Minn., was a Chicago visitor this week.

John G. Hormel, secretary of George A. Hormel & Co., Austin, Minn., was in the city this week. So was Ben Hormel.

Robert S. Sinclair, president of T. M. Sinclair & Company, Cedar Rapids, Ia., made a business trip to Chicago this week.

Packers' purchases of livestock at Chicago for the first four days of this week

totaled 32,588 cattle, 12,754 calves, 115,478 hogs and 50,133 sheep.

Provision shipments from Chicago for the week ending Dec. 10, 1927, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week, 1926.
Cured meats, lbs.	14,533,000	17,019,000	17,850,000
Fresh meats, lbs.	39,287,000	39,595,000	43,950,000
Lard, lbs.	6,264,000	6,236,000	8,673,000

J. W. Casey, general manager for Armour & Company with headquarters at San Francisco, was in Chicago last week and was greeted by a host of friends. "Jerry" Casey was the head of the Armour branch house sales department for many years and was one of the popular sales executives of the industry.

Arthur Scheck, broker, of 544 West 43rd St., Chicago, died on Thursday morning, December 15, at the Psychopathic hospital, where he was confined for about three weeks following a nervous breakdown. Mr. Scheck only recently started in business as a broker in the provision line. He was well known in the trade and his many friends will be shocked to learn of his sudden death. A widow, one son and an adopted son survive him.

Packers in town during the past week attending meetings in connection with Institute of American Meat Packers activi-

ties included the following: John W. Rath, president, Rath Packing Co., Waterloo, Ia.; Jay E. Decker, president, Jacob E. Decker & Sons Co., Mason City, Ia.; John J. Felin, president, John J. Felin & Co., Inc., Philadelphia, Pa.; F. S. Snyder, president, Batchelder & Snyder Co., Boston, Mass.; Otto Finkbeiner, president, Little Rock Packing Co., Little Rock, Ark.; J. G. Cownie, of the Jacob Dold Packing Co., Buffalo, N. Y.; E. C. Merritt, general manager, St. Louis Independent Packing Co., St. Louis, Mo.; Frank A. Hunter, president, East Side Packing Co., East St. Louis, Ill.; Henry Neuhoft, president, Neuhoft Packing Co., Nashville, Tenn.; George A. Franklin, president, Dunlevy-Franklin Co., Pittsburgh, Pa.; W. F. Schluderberg, president, The Wm. Schluderberg-T. J. Kurlde Co., Baltimore, Md.; J. R. Kinghan, president, Kingan & Co., Indianapolis, Ind.; and R. T. Keefe, president, Keefe-Le Sturgeon Co., Arkansas City, Kans.

## ARGENTINE OFFICIAL HERE.

A. Fernandez Beyro, assistant chief of the Bureau of Animal Industry of the Argentine Republic, with headquarters at Buenos Aires, was a visitor in Chicago at the end of last week. Mr. Beyro is especially interested in livestock transportation methods followed in this country, especially sanitation measures as related to livestock cars.

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## PACKER ACT HEAD RESIGNS.

John T. Caine III, for two and one-half years chief of the Packers and Stockyards Administration, will leave the Department of Agriculture on January 1, to join the staff of the International Livestock Exposition in Chicago. Announcement of his resignation has been made by Secretary W. M. Jardine.

Mr. Caine has resigned because of a desire to return to the West and to establish contact again with the production side of the livestock industry, with which his family has long been connected. Mr. Caine holds degrees from the Agricultural College of Utah and the Iowa State College. He was for some time head of the Animal Husbandry Department and later Director of Extension of the former institution. Immediately before joining the department in May, 1925, he was in the commercial livestock field.

"Mr. Caine's fairness, ability, and knowledge of the producing and marketing sides of the livestock industry have made him particularly valuable to the department," commented Secretary Jardine. "He has accomplished much in creating confidence in the Packers and Stockyards Administration as an agency of fair play with reference to both agriculture and business. His new position will enable him to make a still further contribution to the industry to which he has devoted his entire career."

Dr. John R. Mohler, chief of the Bureau of Animal Industry, of which the Packers and Stockyards Administration is a division, expressed his regret that other interests called Mr. Caine away from Washington. "Few men," he said, "know the livestock industry as Mr. Caine does, and few men have a greater faculty for making friends and reconciling conflicting opinions. Mr. Caine has a most pleasing personality, and his many friends in and outside of the department will regret his decision to leave our service for which he was so well equipped."

## LAMB SUPPLY LARGER.

A larger increase over last year in the number of lambs to be fed in Colorado and Western Nebraska than was indicated a month ago was the most important development in the lamb feeding situation during November, according to the report of the Department of Agriculture.

The increase, as indicated by checks on station unloadings of feeder lambs in these areas, is over 850,000 head in Colorado and over 325,000 head in the Central Platte Valley, and Scottsbluff sections of Nebraska. Present indications are that over 1,600,000 sheep and lambs will be fed in Colorado this winter compared to 750,000 head last year and over 530,000 head in the two Nebraska areas compared to 205,000 head last year.

The increase in these areas apparently more than offset the indicated decreases in the other feeding areas and the total supply of fed lambs for the six months December to May, 1927-1928, will probably be considerably larger than for this period in 1926-1927.

The average weight of feeding lambs

shipped into northern Colorado is reported as about 3 pounds heavier this year than last. Feeders in this area apparently will have to choose between shipping a good many unfinished lambs within the next month or two or of feeding these out of heavy weights and be subjected to a sharp price discrimination against heavy lambs.

## CUBA MEAT AND LARD TARIFF.

The largest single item in the list of American exports to Cuba is lard, which in 1926 amounted to 79,650,000 lbs. This was valued at a little more than \$12,000,000. Other meat imports during the year included bacon valued at \$3,256,229, shoulders at \$1,763,481 and pickled pork at \$1,453,224.

A recent statement of the Cuban Tariff Commission points out that the new tariff which went into effect on October 26, 1927, will not exceed 15 per cent of the value in the case of food products. Under the reciprocity treaty between the United States and Cuba, imports from the United States are entitled to preferential treatment in the form of a reduction from the so-called general rates, ranging from 20 per cent to 40 per cent.

Lard and meat and meat products are entitled to a preference of 20 per cent. The new tariff will make the following difference in rates on meat and lard, the preferential rate being given in each case:

	Old rate, cts. per lb.	New rate, cts. per lb.
Fresh pork .....	.0189	.0254
Hams and shoulders .....		
Picked or smoked* .....	.0250	.0290
Sugar-cured or with other prepa- rations* .....	.0250	.0363
Bacon or pork, salted and smoked* .....	.0180	.0218
Hog "tocineta" or fat, simply salted* .....	.0180	.0136
Pickled pork .....	.0132	.0236
Sausage, not canned* .....	ad valorem	.1452
Canned meats (beef, mutton, or pork)* .....	ad valorem	.0726
Tallow* .....	.0094	.0109
Lard* .....	.0132	.0145
Lard compounds, neutral, etc. (tare) .....	.0102	.0181

\*The tare allowance on the individual items is as follows: Hams, of all kinds, 8 per cent. Meat: In brine of all kinds, 20 per cent; in boxes or other containers, 12 per cent; preserved meats in boxes, 15 per cent. Bacon and "tocineta," salted and smoked, in ordinary boxes, casseroles or tins, etc., 12 per cent. Lard and tallow, in ordinary boxes, casseroles, or tins, 12 per cent.

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending Dec. 8, 1927.

	Dec.	2	3	5	6	7	8
Chicago .....	49 1/2	50	50	50 1/2	50 1/2	51 1/2	51 1/2
New York .....	51 1/2	51 1/2	51 1/2	51 1/2	51 1/2	51 1/2	51 1/2
Boston .....	49	49	49	50	50	50	50
Philadelphia .....	52 1/2	52 1/2	52 1/2	52 1/2	52 1/2	52 1/2	52 1/2

Wholesale prices of carlots—Fresh centralized butter—90 score at Chicago:

48	46	46	46	46 1/2	47 1/2
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	Since Jan. 1, 1926.
Chicago .....	18,267	26,423	20,140	2,999,844
New York .....	29,789	25,427	19,116	3,417,067
Boston .....	7,301	11,136	8,441	1,157,249
Philadelphia .....	10,059	11,257	7,718	1,034,599
Total .....	65,416	74,243	55,415	8,608,759

Cold storage movement (lbs.):

	In Dec. 7.	Out Dec. 7.	On hand Dec. 8.	Same week-day last year.
Chicago .....	121,364	349,464	15,522,627	15,517,443
New York .....	125,579	384,932	12,542,550	6,948,918
Boston .....	7,875	167,047	6,270,045	6,479,117
Philadelphia .....	303	50,510	2,196,037	1,741,552
Total .....	255,118	952,853	36,533,259	30,687,030

## CHICAGO LIVESTOCK.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Dec. 5 .....	20,126	3,536	57,314	22,218
Tues., Dec. 6 .....	12,275	3,773	52,894	16,120
Wed., Dec. 7 .....	12,831	3,352	27,542	14,816
Thur., Dec. 8 .....	10,555	3,089	49,107	11,178
Fri., Dec. 9 .....	1,976	337	17,624	10,072
Sat., Dec. 10 .....	500	200	8,000	3,000
Totals this week .....	58,263	14,287	211,471	76,904
Previous week .....	58,493	15,485	220,217	79,375
Year ago .....	60,276	14,178	180,472	100,495
Two years ago .....	78,237	16,625	206,963	85,559

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Dec. 5 .....	6,096	266	11,004	4,488
Tues., Dec. 6 .....	3,645	224	8,964	2,434
Wed., Dec. 7 .....	3,967	242	8,808	2,291
Thur., Dec. 8 .....	3,169	152	16,629	5,496
Fri., Dec. 9 .....	2,298	137	13,086	5,128
Sat., Dec. 10 .....	200	200	2,500	1,000
Totals this week .....	19,285	884	55,991	20,837
Previous week .....	21,653	1,547	58,071	30,287
Year ago .....	22,905	1,277	61,207	29,509
Two years ago .....	25,128	2,192	53,115	15,854

Receipts at Chicago Stock Yards thus far this year to Dec. 10, with comparative totals:

	1927.	1926.
Cattle .....	2,742,332	3,061,407
Calves .....	673,401	718,344
Hogs .....	7,158,351	6,594,459
Sheep .....	3,599,924	4,132,000

Combined weekly hog receipts at eleven markets for week ending Dec. 10, with comparisons:

	1927.	1926.
Week ending Dec. 10 .....	683,000	670,000
Previous week .....	670,000	670,000
1926 .....	670,000	670,000
1925 .....	734,000	734,000
1924 .....	1,162,000	1,162,000
1923 .....	991,000	991,000
1922 .....	929,000	929,000

Combined receipts at seven markets for the week ending Dec. 10, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending Dec. 10 .....	202,000	523,000	224,000
Previous week .....	201,000	533,000	218,000
1926 .....	220,000	584,000	237,000
1925 .....	265,000	615,000	219,000
1924 .....	278,000	956,000	211,000
1923 .....	272,000	763,000	235,000
1922 .....	257,000	734,000	198,000

Combined receipts at seven points for the year to Dec. 10, with comparisons:

	Cattle.	Hogs.	Sheep.
1927 .....	9,216,000	21,287,000	10,574,000
1926 .....	10,991,000	21,279,000	11,525,000
1925 .....	10,625,000	24,144,000	9,987,000
1924 .....	10,758,000	29,553,000	10,450,000
1923 .....	10,894,000	29,805,000	10,583,000
1922 .....	10,674,000	22,500,000	9,749,000

\*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

	Average Number	Weight lbs.	Prices Top.	Average.
*This week .....	211,500	228	\$ 9.05	\$ 8.45
Previous week .....	220,217	227	9.55	.....
1926 .....	180,472	230	12.05	11.75
1925 .....	206,663	240	11.75	10.80
1924 .....	319,602	226	10.05	9.16
1923 .....	271,846	234	6.75	6.70
1922 .....	247,000	235	8.55	8.15
Av. 1922-1926 .....	245,100	233	\$ 9.95	\$ 9.30

\*Receipts and average weight for week ending Dec. 10, 1927, unofficial.

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending Dec. 10 .....	\$13.75	\$ 8.45	\$ 6.05	\$13.85
Previous week .....	14.30	8.65	6.00	14.05
1926 .....	10.50	11.75	5.90	12.55
1925 .....	9.65	10.80	9.75	16.75
1924 .....	9.00	9.10	7.50	15.50
1923 .....	9.50	6.70	6.75	12.80
1922 .....	9.25	8.15	7.50	14.40

Av. 1922-1926 .....

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending Dec. 10 .....	48,900	155,500	56,100
Previous week .....	36,840	162,146	49,088
1926 .....	46,311	119,265	70,986
1925 .....	53,169	153,548	69,705
1924 .....	63,794	238,421	53,727

\*Saturday, Dec. 10, estimated.

Chicago packers' hog slaughters for the week ending Dec. 10, 1927:

Armour & Co. ....	14,700
Anglo American .....	4,400
Swift & Co. ....	15,800
Hammond Co. ....	7,100
Morris & Co. ....	21,700
Wilson & Co. ....	15,500
Royd-Lunham .....	5,800
Western Packing Co. ....	11,300
Roberts & Oake .....	8,800
Miller & Hart .....	7,700
Independent Packing Co. ....	5,800
Brennan Packing Co. ....	6,700
Agar Packing Co. ....	5,900
Others .....	34,900
Total .....	163,900
Previous week .....	167,500
Year ago .....	126,100
1925 .....	165,000
1924 .....	244,100

(For Chicago livestock prices see page 46.)

# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## CASH PRICES.

Based on Actual Carlot Trading, Thursday, Dec. 15, 1927.

Regular Hams.		S. P.
8-10	Green	17 @17½
10-12	15½	16½ @17
12-14	14½	16½ @17
14-16	14½	16½ @17
16-18	15	17½ @17½
18-20	15	17½ @17½
10-16 Range.	14½	
16-22 Range.	15	

S. P. Boiling Hams.		Select.
16-18	H. Run.	18½
18-20	17½	18
20-22	16	16½

Skinned Hams.		S. P.
10-14	Green	16½
14-16	16½	16½
16-18	15½	15½
18-20	14½	14½
20-22	13	13
22-24	12	12½
24-26	11½	11½
26-30	11½	11½
30-35	11	10½

Piconics.		S. P.
4-6	Green	11½
6-8	10	11½
8-10	9½	11½
10-12	9½	10½
12-14	9	10½

Bellies.*		S. P.
6-8	Green	17½ @17
8-10	16½	17½
10-12	16½	17½
12-14	15½	17½
14-16	14½	17½
16-18	14½	16½

\* Square Cut and Seedless.

D. S. Bellies.*		Rib
14-16	Clear	13
16-18	12½	12
18-20	12	12
20-25	11½	11½
25-30	11½	11½
30-35	11½	11½
35-40	11½	11½
40-50	10½	10½

\* Fully Cured.

D. S. Fat Backs.		
8-10	10½	
10-12	11½	
12-14	11½	
14-16	12½	
16-18	12½	
18-20	12½	
20-25	12½	

D. S. Rough Ribs.		
45-50	11.87½	
55-60	11.12½	
65-70	10.87½	
75-80	10.62½	

Other D. S. Meats.		
Extra Short Cleans.	35-45	11½
Extra Short Ribs.	35-45	11½
Regular Plates.	6-8	9½
Clear Plates.	4-6	9½
Jowl Butts.		8½

Lard.		
Prime steam.	11.60	
Prime steam, loose.	11.22½	

What pork cuts are cured in dry salt and how is it done? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

**PURE VINEGARS**

A. P. CALLAHAN & COMPANY

2807 SOUTH LA SALLE STREET

CHICAGO, ILL.

## FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, DECEMBER 10, 1927.

	Open.	High.	Low.	Close.
LARD—				
Dec.	11.45	11.45	11.35	11.35
Jan.	12.00	12.02½	11.90	11.90
May	12.37½	12.40	12.27½	12.27½
CLEAR BELLIES—				
Dec.				11.65
Jan.				12.15
SHORT RIBS—				
Dec.				10.60
Jan.				11.35

MONDAY, DECEMBER 12, 1927.

	Open.	High.	Low.	Close.
LARD—				
Dec.	11.25	11.25	11.20	11.20ax
Jan.	11.85-87½	11.87½	11.72½	11.75b
Mar.	12.02½	12.05	11.92½	11.95ax
May	12.20-25	12.25	12.10	12.12½
July				12.25b
CLEAR BELLIES—				
Dec.				11.65n
Jan.				12.05ax
Mar.	12.25	12.25	12.25	12.25ax
May	12.50	12.50	12.47½	12.47½ax
SHORT RIBS—				
Dec.				10.60n
Jan.	11.30	11.30	11.25	11.25ax
May	11.60	11.60	11.50	11.50ax

TUESDAY, DECEMBER 13, 1927.

	Open.	High.	Low.	Close.
LARD—				
Dec.	11.10	11.10	11.10	11.10b
Jan.	11.72½-75	11.75	11.70	11.70ax
Mar.	11.95	11.95	11.87½	11.90ax
May	12.10	12.12½	12.07½	12.07½b
July	12.25	12.25	12.20	12.22½b
CLEAR BELLIES—				
Dec.				11.65n
Jan.				11.90ax
Mar.				12.05b
May	12.15	12.27½	12.15	12.27½b
SHORT RIBS—				
Dec.				10.60n
Jan.	11.20	11.20	11.05	11.05ax
May	11.50	11.50	11.35	11.35ax

WEDNESDAY, DECEMBER 14, 1927.

	Open.	High.	Low.	Close.
LARD—				
Dec.	11.10	11.40	11.10	11.40b
Jan.	11.72½-75	11.95	11.72½	11.92½ax
Mar.	12.00	12.15	12.00	12.12½ax
May	12.12½	12.35	12.12½	12.30
July				12.40b
CLEAR BELLIES—				
Dec.				11.50ax
Jan.				11.82½b
Mar.				12.06b
May	12.25	12.35	12.20	12.35ax
SHORT RIBS—				
Dec.	10.87½	10.87½	10.87½	10.87½
Jan.				11.12½b
May				11.35b

THURSDAY, DECEMBER 15, 1927.

	Open.	High.	Low.	Close.
LARD—				
Dec.	11.50	11.50	11.37½	11.40b
Jan.	12.00-07½	12.07½	11.97½	11.97½b
Mar.	12.20	12.22½	12.17½	12.17½ax
May	12.40-45	12.45	12.35	12.37½ax
July	12.55	12.55	12.52½	12.52½ax
CLEAR BELLIES—				
Dec.				11.50n
Jan.				11.92½-95b
Mar.				12.22½ax
May	12.45	12.50	12.45	12.45ax
SHORT RIBS—				
Dec.	11.00	11.00	11.00	11.00ax
Jan.				11.15b
May	11.40	11.40	11.40	11.40b

FRIDAY, DECEMBER 16, 1927.

	Open.	High.	Low.	Close.
LARD—				
Dec.				11.40b
Jan.	11.95	11.97½	11.92½	11.97½
Mar.	12.15-17½	12.17½	12.12½	12.15-17½b
May	12.32½-35	12.37½	12.30	12.35ax
July	12.52½	12.52½	12.45	12.50
CLEAR BELLIES—				
Dec.				11.50n
Jan.				11.92½-95b
Mar.				12.22½n
May	12.40	12.45	12.40	12.45
SHORT RIBS—				
Dec.				11.00n
Jan.				11.12½b
May	11.47½	11.50	11.42½	11.42½-45ax

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, Dec. 15, 1927, with comparisons, were as follows:

	Week ending Dec. 15.	Prev. week.	Cor. week.
Armour & Co.	14,038	13,103	5,480
Anglo-American Prov. Co.	5,764	6,089	3,827
Swift & Co.	12,954	14,013	8,734
G. H. Hammond Co.	6,620	7,454	5,096
Morris & Co.	10,195	10,834	7,188
Wilson & Co.	12,126	13,654	11,533
Boyd-Lunham Co.	6,434	6,582	5,067
Western Pkg. & Prov. Co.	8,307	14,703	8,290
Roberts & Oake.	8,588	8,244	5,585
Miller & Hart.	8,325	8,512	5,080
Independent Pkg. Co.	5,380	6,359	6,147
Brennan Pkg. Co.	5,300	6,250	5,940
Agar Pkg. Co.	4,266	5,639	2,700
Total	108,297	122,136	81,818

## CHICAGO RETAIL FRESH MEATS

### Beef.

	No. 1.	No. 2.	No. 3.
Ribs roast, heavy end.	35	22	18
Rib roast, light end.	45	28	20
Chuck roast	26	20	14
Steaks, round	45	30	20
Steaks, sirloin, first cut.	60	40	25
Steaks, porterhouse	75	45	20
Steaks, flank	28	25	18
Beef stew, chuck	20	18	12½
Corned briskets, boneless.	24	22	18
Corned plates	18	12	10
Corned rumps, boneless.	25	22	18

### Lamb.

	Good.	Com.
Hindquarters	35	25
Legs	40	30
Stews	20	15
Chops, shoulder	25	20
Chops, rib and loin.	55	30

### Mutton.

Legs	20	
Stew	10	
Shoulders	16	
Chops, rib and loin.	35	

### Pork.

Loin, whole, 8@10 av.	21	@23
Loin, whole, 10@12 av.	19	@21
Loin, whole, 12@14 av.	18	@20
Loin, whole, 14 and over.	16	@19
Chops	24	@27
Butts	18	@20
Spareribs	15	@18
Hocks	14	@14
Leaf lard, unrendered.	13	@13

### Veal.

Hindquarters	26	@32
Forequarters	14	@20
Legs	25	@28
Breasts	12	@16
Shoulders	10	@12
Cutlets	45	@48
Rib and loin chops.	38	@38

### Butchers' Offal.

Suet	2	@2
Shop fat	2	@2
Bone, per 100 lbs.	50	@50
Calf skins	17	@17
Kips	20	@20
Deacons	12	@12

## CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, i. c. l. Chicago.	9%	
Double refined saltpetre, grand, i. c. l.	6	5%
Crystals	8	7%
Double refined nitrate of soda, f. o. b. N. Y. S. S., carloads.	3%	3%
Less than carloads, granulated.	4%	4%
Crystals	5	5
Kegs, 100@200 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls.	8%	8%
Crystals to powdered, in bbls., in 5-ton lots or more.	9%	9%
In bbls. in less than 5-ton lots.	8%	9
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5	4%
Salt—		
Granulated, car lots, per ton, f. o. b. Chicago bulk		\$6.00
Medium, car lots, per ton, f. o. b. Chicago bulk		6.10
Rock, carlots, per ton, f. o. b. Chicago.		6.10
Sugar—		
Raw sugar, 96 basis, f. o. b. New Orleans.	@4.75	
Second sugar, 90 basis.	None	
Syrup, testing 63 and 65 combined sucrose and invert, New York.	@.40	
Standard granulated f. o. b. refiners (2%).	@5.50	
Packers' curing sugar, 100 lb. bags, f. o. b. Reserve, La., less 2%.	@5.40	
Packers' curing sugar, 250 lb. bags, f. o. b. Reserve, La., less 2%.	@5.30	



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ending Dec. 15.	Cor. week. 1926.
Prime native steers.....	24 @26	19 @20
Good native steers.....	21 @24	16 @18
Medium steers.....	17 @22	14 @16
Hefers, good.....	15 @22	13 @16
Cows.....	11 @18	9 @12
Hind quarters, choice.....	28 @30	@24
Fore quarters, choice.....	19 @20	@16

## Beef Cuts.

Steer Loins, No. 1.....	52 @53	@29
Steer Loins, No. 2.....	44 @45	@26
Steer Short Loins, No. 1.....	71 @73	@36
Steer Short Loins, No. 2.....	56 @58	@33
Steer Loin Ends (hips).....	33 @35	@23
Steer Loin Ends, No. 2.....	34 @34	@22
Cow Loins.....	24 @24	@16
Cow Short Loins.....	30 @30	@25
Cow Loin Ends (hips).....	38 @38	@16
Steer Ribs, No. 1.....	37 @38	@12
Steer Ribs, No. 2.....	33 @34	@20
Cow Ribs, No. 1.....	19 @19	@15
Cow Ribs, No. 2.....	12 @12 1/2	@11
Steer Round, No. 1.....	20 @20 1/2	@14
Steer Round, No. 2.....	20 @20	@14
Steer Chucks, No. 1.....	17 @18	@13
Steer Chucks, No. 2.....	14 @14 1/2	@12
Cow Round.....	14 @14	@11 1/2
Cow Chucks.....	14 @14	@10 1/2
Steer Plates.....	10 1/2 @10 1/2	@8 1/2
Medium Plates.....	10 @10	@8
Briskets, No. 1.....	16 @16	@15
Briskets, No. 2.....	13 @13	@8 1/2
Steer Navel Ends.....	11 1/2 @11 1/2	@8 1/2
Cow Navel Ends.....	10 @10	@8
Fore Shanks.....	9 @9	@7 1/2
Hind Shanks.....	9 @9	@7 1/2
Balls.....	25 @25	@21
Strip Loins, No. 1, boneless.....	40 @40	@37
Strip Loins, No. 2.....	35 @35	@33
Strip Loins, No. 3.....	30 @30	@27
Strip Butts, No. 1.....	25 @25	@22
Strip Butts, No. 2.....	20 @20	@18
Beef Tenderloins, No. 1.....	18 @18	@16
Beef Tenderloins, No. 2.....	15 @15	@14
Ham Butts.....	18 @18	@16
Flank Steaks.....	15 @15	@14
Shoulder Clods.....	15 @15	@14
Hanging Tenderloins.....	20 @20	@10

## Beef Products.

Brains (per lb.).....	10 @10	@12
Hearts.....	11 @11	@12
Tongues.....	22 @22	@21 1/2
Sweetbreads.....	38 @38	@38
Ox-Tail, per lb.....	6 @6	@4
Fresh Tripe, H. C.....	7 1/2 @7 1/2	@6 1/2
Livers.....	14 @14	@13
Kidneys, per lb.....	10 @10	@10 1/2

## Veal.

Choice Carcass.....	20 @21	@18
Good Carcass.....	15 @15	@17
Good Saddle.....	20 @20	@18
Good Backs.....	12 @12	@16
Medium Backs.....	10 @11	@8

## Veal Products.

Brains, each.....	12 @12	@11
Sweetbreads.....	65 @70	@60
Ox Liver.....	55 @55	@41

## Lamb.

Choice Lambs.....	26 @26	@26
Medium Lambs.....	24 @24	@24
Choice Saddle.....	28 @28	@28
Medium Saddle.....	27 @27	@26
Choice Fores.....	20 @20	@18
Medium Fores.....	18 @18	@16
Lamb Pies, per lb.....	32 @32	@32
Lamb Tongues, each.....	13 @13	@13
Lamb Kidneys, per lb.....	40 @40	@25

## Mutton.

Heavy Sheep.....	10 @10	@8
Light Sheep.....	14 @14	@12
Heavy Saddle.....	12 @12	@10
Light Saddle.....	16 @16	@16
Heavy Fores.....	8 @8	@8
Light Fores.....	12 @12	@13
Mutton Legs.....	18 @18	@18
Mutton Loins.....	12 @12	@15
Mutton Stew.....	10 @10	@11
Sheep Tongues, each.....	13 @13	@13
Sheep Heads, each.....	10 @10	@10

## Fresh Pork, Etc.

Dressed Hogs.....	21 @21	@24
Pork Loins, 8@10 lbs. avg.....	15 1/2 @15 1/2	@24
Hams.....	22 @22	@24
Belies.....	25 @25	@29
Casas.....	16 @16	@17
Shoulders.....	13 @13 1/2	@17
Tenderloins.....	40 @40	@40
Spare Ribs.....	12 @12	@15
Leaf Lard.....	11 1/2 @11 1/2	@15
Back Fat.....	14 @14 1/2	@15
Boston Butts.....	12 @12 1/2	@15
Hocks.....	14 @15	@15
Balls.....	15 @15	@17
Knock Bones.....	12 @12	@6
Slip Bones.....	15 @15	@14
Blade Bones.....	15 @15	@14
Pig Feet.....	6 @6	@6
Kidneys, per lb.....	9 @9	@9
Livers.....	6 1/2 @6 1/2	@5 1/2
Brains.....	14 @14	@15
Ears.....	6 @6	@6
Hoofs.....	9 @9	@9
Blade.....	10 @10	@10

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@27
Country style sausage, fresh in link.....	@20
Country style sausage, fresh in bulk.....	@18
Country style sausage, smoked.....	@23
Mixed sausage, fresh.....	@16
Frankfurts in sheep casings.....	@22
Frankfurts in hog casings.....	@21
Bologna in beef bungs, choice.....	@17
Bologna in cloth, paraffined, choice.....	@17 1/2
Bologna in beef bungs, choice.....	@24
Liver sausage in hog bungs.....	@15
Liver sausage in beef rounds.....	@17
Head cheese.....	@20
New England luncheon specialty.....	@20
Liberty luncheon specialty.....	@20
Mixed luncheon specialty.....	@19
Tongue sausage.....	@17
Blood sausage.....	@18
Polish sausage.....	@16
Souse.....	@16

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@51
Cervelat, choice, in hog bungs.....	@49
Cervelat, new condition, in beef middles.....	@23
Trueninger Cervelat.....	@21
Farmer.....	@31
Hoisteler.....	@30
B. C. Salami, choice.....	@48
Milano Salami, choice in hog bungs.....	@50
B. C. Salami, new condition.....	@26
Frisses, choice, in hog middles.....	@42
Genoa style Salami.....	@37
Peppercorn.....	@51
Mortadella, new condition.....	@26
Capicoll.....	@51
Italian style hams.....	@53
Virginia hams.....	@53

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$8.50
Large tins, 1 to crate.....	7.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00

## SAUSAGE MATERIALS.

Regular pork trimmings.....	7 1/2 @8
Special lean pork trimmings.....	12 @12 1/2
Extra lean pork trimmings.....	12 @13 1/2
Neck bone trimmings.....	@10
Pork cheek meat.....	@8
Pork hearts.....	8 1/2 @9
Native boneless bull meat (heavy).....	14 1/2 @15
Boneless chucks.....	@13
Shank meat.....	@12
Beef trimmings.....	@11 1/2
Beef hearts.....	9 @9 1/2
Beef cheeks (trimmed).....	9 1/2 @9 1/2
Dr. canner cows, 300 lbs. and up.....	@9 1/2
Dressed canners, 350 lbs. and up.....	@9 1/2
Dr. bologna bulls, 500@700 lbs.....	@11 1/2
Beef tripe.....	4 @4 1/2
Cured pork tongues (can trim).....	14 @14 1/2

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

## SAUSAGE CASINGS.

Beef Casings:	
Domestic rounds, 180 pack.....	@25
Domestic rounds, 140 pack.....	@38
Wide export rounds.....	@44
Medium export rounds.....	@35
Narrow export rounds.....	@39
No. 1 weasands.....	11 @12
No. 2 weasands.....	@6
No. 1 domestic bungs.....	@21
No. 2 bungs.....	@14
Regular middles.....	1.00 @1.10
Selected wide middles.....	@2.50
Dried bladders:	
12/15.....	@2.50
10/12.....	@1.70
8/10.....	@1.50
6/8.....	@1.25

Hog Casings:	
Narrows, per 100 yds.....	3.10 @3.20
Narrows, med., per 100 yds.....	2.50 @2.65
Mediums, per 100 yds.....	2.00 @2.15
Widest, per 100 yds.....	@1.50
Export bungs.....	@.37
Large prime bungs.....	@.28
Medium prime bungs.....	.16 @.17
Small prime bungs.....	.10 @.11
Middles.....	.08 @.18
Stomachs.....	.06 @.08

Quotations for large lots. Smaller quantities at usual advance.

## VINEGAR PICKLED PRODUCTS

Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Pork tongue, 200-lb. bbl.....	63.00
Lamb tongues, long cut, 200-lb. bbl.....	61.00
Lamb tongues, short cut, 200-lb. bbl.....	61.00

## BARRELED PORK AND BEEF

Mess pork, regular.....	31.00
Family back pork, 20 to 34 pieces.....	35.00
Family back pork, 35 to 45 pieces.....	36.00
Clear back pork, 40 to 50 pieces.....	28.00
Clear plate pork, 35 to 45 pieces.....	20.50
Clear plate pork, 25 to 35 pieces.....	21.00
Tricket pork.....	25.00
Bean pork.....	24.50
Plate beef.....	29.00
Extra plate beef, 200 lb. bbls.....	30.00

## COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.67 1/2 @1.72 1/2
Oak pork barrels, black iron hoops.....	1.90 @1.95
Ash pork barrels, galv. iron hoops.....	1.87 1/2 @1.92 1/2
White oak ham tierces.....	@3.40
Red oak ham tierces.....	2.52 1/2 @2.57
White oak ham tierces.....	2.72 1/2 @2.77

## OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@25
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@22 1/2
Nut margarine, 1 lb. cartons, f.o.b. Chicago (30 and 60 lb. solid packed tubs, 1c per lb. loss).....	@17
Pastry oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	@16

## DRY SALT MEATS.

Extra short clears.....	@11 1/2
Extra short ribs.....	@11 1/2
Short clear middles, 6-lb. avg.....	@12 1/2
Clear bellies, 18@20 lbs.....	@12 1/2
Clear bellies, 14@16 lbs.....	@13 1/2
Rib bellies, 20@25 lbs.....	@12
Rib bellies, 25@30 lbs.....	@11 1/2
Fat backs, 10@12 lbs.....	@11 1/2
Fat backs, 12@14 lbs.....	@11 1/2
Fat backs, 14@16 lbs.....	@12 1/2
Regular plates.....	@10
Butts.....	@8 1/2

## WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	@22 1/2
Skinned hams, fancy, 16@18 lbs.....	@22
Standard regular hams, 12@14 lbs.....	@22 1/2
Picnics, 6@8 lbs.....	@17
Standard bacon, 10@12 lbs.....	@34
Standard bacon, 12@14 lbs.....	@34
Standard bacon strips, 6@7 lbs.....	@25 1/2
Cooked hams, choice, skin on, surplus fat off.....	@32
Cooked hams, choice, skinned, surplus fat off.....	@33
Cooked hams, choice, skinned, surplus fat off.....	@33
Cooked picnics, skin on, surplus fat off.....	@34
Cooked picnics skinned, surplus fat off.....	@34
Cooked loin roll, smoked.....	@38

## ANIMAL OILS.

Prime lard oil.....	16 @16 1/2
Extra winter strained.....	15 1/2 @15 1/2
Extra lard oil.....	12 1/2 @13
Extra No. 1 lard.....	11 1/2 @11 1/2
No. 1 lard oil.....	10 1/2 @11
No. 2 lard oil.....	11 1/2 @11 1/2
Acidless tallow oil.....	11 1/2 @11 1/2
Pure neatfoot oil.....	16 @16 1/2
Extra neatfoot oil.....	12 @12 1/2
No. 1 neatfoot oil.....	11 @11 1/2

## LARD (Unrefined).

Prime, steam, cash, tierces.....	@11.40
Prime, steam, loose.....	@11.07
Leaf, raw.....	@11.25
Neutral lard.....	@14.25

## LARD (Refined).

Pure lard, kettle rendered, per lb.....	@12.00
Pure lard, tierces.....	@12.00
Compound.....	@12.50

## OLEO OIL AND STEARINE.

Oleo oil, extra.....	@17 1/2
Oleo stocks.....	14 @15
Prime No. 1 oleo oil.....	16 @16 1/2
Prime No. 2 oleo oil.....	15 @15 1/2
No. 3 oleo oil.....	14 @14
Prime oleo stearine, edible.....	@10

## TALLOWES AND GREASES.

Edible tallow, under 1% acid, 45 titre.....	9 @9 1/2
Prime packers' tallow.....	8 1/2 @8 1/2
No. 1 tallow, basis 10% f.f.a. 42 titre.....	7 1/2 @8
No. 2 tallow, basis 40% f.f.a. 40 titre.....	6 1/2 @7
Choice white grease, max. 4% acid, loose, Chicago.....	8 1/2 @9 1/2
B-White grease, max. 5% acid.....	7 1/2 @7 1/2
Yellow grease, 12-15 f.f.a.....	7 1/2 @7 1/2
Brown grease, 40 f.f.a.....	6 1/2 @6 1/2

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, nom., prompt.....	@8 1/2
White, deodorized in bbls., c.a.f. Chicago.....	11 1/2 @11 1/2
Yellow, deodorized in bbls.....	11 1/2 @11 1/2
Soap stock, 50% f.f.a. basis, f.o.b. mills.....	@2 1/2
Corn oil, in tanks, f.o.b. mills.....	9 1/2 @9 1/2
Soya bean oil, seller's tank, f.o.b. coast nom. 9.....	@9 1/2
Coconut oil, seller's tank, f.o.b. coast.....	8 1/2 @8 1/2
Refined in bbls., c.a.f., Chicago, nom.....	10 1/2 @10 1/2

## FERTILIZERS.

Blood, unground and ground.....	\$ 5.00 @ 5.25
Hoofmeal.....	3.35 @3.50
Ground fertilizer tankage, 10%.....	4.50 @ 4.75
Ground fertilizer tankage, 6 to 9%.....	4.00 @ 4.50
Ground raw bone, per ton.....	32.00 @34.00
Ground steam bone, per ton.....	30.00 @32.00
Unground steam bone, per ton, 18% moisture.....	22.00 @24.00
Unground steam bone, per ton.....	22.00 @32.00
Unground bone tankage, per ton.....	22.00 @24.00

## HORNS, HOOFES AND BONES.

No. 1 horns, 75 lb. average per ton.....	\$185.00 @200.00
No. 2 horns, 40 lb. average, per ton.....	125.00 @135.00
No. 3 horns.....	75.00 @100.00
Hoofs, black and striped.....	40.00 @50.00
Hoofs, white.....	75.00 @80.00
Round shin bones, heavies.....	80.00 @90.00
Round shin bones, lights and med.....	55.00 @65.00
Heavy fats.....	55.00 @65.00
Light fats.....	47.50 @55.00
Thick bones, heavies.....	90.00 @100.00
Thick bones, light and med.....	85.00 @90.00
Buttock bones.....	50.00 @55.00

Note—These quotations apply to No. 1 product, which must be assorted, free from grease spots and cracks, hard and clean, uniform as to cut and weight. Packed in double bags and carload lots. Quotations on unselected stock will be found in "Packinghouse By-Products Markets" reports on another page.

# Retail Section

## Power of the Slogan Catchy Phrases That Build Business When Used Properly

Within the slogan is the power for enlarging the sphere and opportunities of the meat dealer. Provided he has selected a good motto, and has used it consistently and ubiquitously wherever his name has been used, he may become well known and his prestige extended by this means.

Many enterprising meat dealers are building better business with their slogan. "Meat that's Good to Eat" is the rhythmic slogan of the Union Market, Seattle, Wash. It is helping to create good-will and build business.

"For Better Meats See Dit First" is the slogan of Dit, Vancouver, Wash. He also has for his motto the additional line: "A bird of a place to trade."

Two very favorite slogans that enjoy widespread vogue among many meat dealers of the West and which are the very essence of a good meat dealer's business are "quality" and "service."

The discriminating public demands high quality, choice cuts, and prompt, courteous, personal service. Some variant of these two factors in the meat dealer's success may be used in an original and attractive manner by any meat dealer willing to back his slogan with his energy and enterprise.

### Snappy Slogan Impresses Public.

Freeman's Pure Food Store of Portland, Ore., specializing in high grade meats and groceries, indicates its wide-awakeness, its constant alertness, and its day and night service to a public in the market for food at any time, with the slogan: "We Never Close."

In like manner other shops, with other special kinds of service that satisfies a special need or a real requirement in their particular community, may epitomize such service in a snappy slogan that serves to doubly impress the public.

Obscure locations can be made plain by the slogan. The butcher shop on a side street, whose proprietor may be economizing on rental overhead, may bring his shop into the limelight and make it easy for the prospective patron to locate it by a slogan such as "One Half Block from the Post Office," or "Around the Corner from the Rentier Hotel." Or some other prominent landmark near by may be selected into the shadow of which the searchlight may be thrown upon the meat shop by the slogan which forms a beacon light to the location.

### Slogan Should Be Used Consistently.

A little analysis of his location and the particular service which he performs for his community will enable the average butcher to select some original phrase that if advertised sufficiently will be a refrain in the mind of the public and serve to identify the shop.

Once selected, the slogan should have a

close affinity with the name of the shop or its proprietor, whichever is used as the title of the business. It should then be used on all advertising matter and media of whatsoever nature. Any space taken in newspapers or other publications should carry the slogan closely associated with the name of the shop as well as any handbills, letter heads, receipts, monthly bills and statements, paper bags and wrapping paper.

When constantly impressed upon the public, it is hard to forget the reverberating slogan which plugs away night and day for new business for the meat dealer.

### NEWS OF THE RETAILERS.

Paul Snider will open a new meat market in the Edward Niel Bldg., Lewis-town, Ill.

Chas. Gamester has purchased the meat business of C. Debaene at 416 Main St., Rochester, Mich.

Leonard Visser has purchased Hanson Brothers Meat Market at Canton, S. D.

Edward Kaufman has purchased the meat market of Joseph Riha at Kewaunee, Wis.

William W. Vivian has purchased the Dennis Lovell Meat Market at 414 State St., Madison, Wis.

N. M. Christenson has opened a meat market in connection with his grocery store at Elkhorn, Wis.

The meat market of David J. Rymer, 314 Lincolnway St., South Bend, Ind., was recently damaged by fire.

Henry Hoelscher has purchased the city meat market at Eldora, Ia., from Clyde Hough.

D. N. Caupp has purchased the Hocker-smith meat market at College Corner, Ohio.

Bert Scott has purchased the Quality Meat Market at 503 E. Locust St., Des Moines, Ia.

Raymond Bohonek has purchased the meat market at Wadena, Ia., and will add many improvements.

Schmauss Company, wholesale and retail meat dealers, have purchased the I. L. Jacobson market at 1044 Charles St., Rockford, Ill.

The Hodge Mercantile Co., Monette, Ark., has added an up-to-date meat department.

Russell Myers has purchased the Spencer King meat market at Pineville, Mo.

G. E. Happy has purchased John Joiner's meat and grocery business at Bayville, Mo.

Frank Hall has purchased the George Smith Meat and Grocery at Robinson, Kans.

The meat market of Will Deamond, West Elm St., Tyler, Texas, was recently damaged by fire.

John B. Joy will engage in the meat business in the Kowalke Bldg., Beverly, Kans.

Bookter's meat market and grocery at Gentry, Ark., was badly damaged recently by fire.

A. E. Allen has purchased the Exeter Market at Exeter, Cal.

Lewis W. Borst has purchased the meat business of O. D. Gautreaux at Delphos, Kans.

G. B. Wagoner has purchased the meat market of A. Hutton at Lakin, Kans.

A. W. Myers has sold his meat and grocery business at Valley Center, Kans., to L. G. Vandevere.

Z. V. Smith and H. Sigle will engage in the meat and grocery business at Binger, Okla.

Chester Price has purchased the meat market of Ray Rich at Reading, Kansas.

A new meat market will be installed in the Heller store at National City, Cal.

Ed. Case and John Harrison have purchased the J. P. Sanders Meat Market at 704 E. McCarty St., Jefferson City, Mo.

P. Stanfield is installing a meat market in his grocery store on East Main St., Marshall, Ill.

W. Ridings has opened a meat market in connection with his grocery business in the Bassist Bldg., Elgin, Texas.

## Retail Cutting Tests

Do you make your own cutting tests, Mr. Retailer?

YOU ARE WORKING IN THE DARK IF YOU DO NOT!

The valuable series of articles on cutting tests for the retail meat dealer which ran in THE NATIONAL PROVISIONER has been reprinted into one pamphlet. It makes a handy reference guide to follow in making your cutting tests. Every retailer needs one.

They may be had by subscribers by sending in the attached coupon, together with 5 cents in stamps:

The National Provisioner,  
Old Colony Bldg., Chicago, Ill.

Please send me copy of reprint on "Cutting Tests for Retailers."

Name.....

Street.....

City.....

Enclosed find 5 cents in stamps.

### MEAT AND POULTRY SUPPLIES.

The Christmas supply of cold storage poultry, including turkeys, broilers, fryers, roasters, fowls, and miscellaneous poultry, is smaller this year than last, but stocks of meats and butter are in larger supply, according to the government report on cold storage holdings for December 1.

Total poultry stocks are placed at 84,758,000 pounds compared with 106,854,000 pounds on December 1, last year. Of total stocks there are 5,237,000 pounds of turkeys in storage compared with 5,912,000 pounds on the same date a year ago.

Meats in cold storage December 1, totaled 541,787,000 pounds against 531,331,000 pounds last year. Stocks of lard are smaller, being placed at 45,503,000 pounds compared with 46,744,000 pounds last December. Lard production during November is placed at 101,470,000 pounds against 106,061,000 pounds in November, 1926.

The supply of creamery butter in storage is placed at 83,240,000 pounds compared with 64,381,000 pounds on December 1 a year ago; American cheese 53,468,000 pounds against 63,881,000 pounds; and case eggs 2,954,000 cases against 3,215,000 cases last December.



## Good Display Aids Sales

### Mechanical Refrigeration and Lighted Cases Are Money Makers

It is usually more difficult to obtain a really effective display of meats than of any other merchandise in the food store, but James J. O'Malley, owner of a market at 1368 East 63rd street, Chicago, has solved the difficulty by the effective use of electricity.

Mechanical refrigeration and electric lighting are used by Mr. O'Malley in creating an attractive display of both fresh and cured meats. The results have been so successful that now the O'Malley market is lined on two sides with display cases in which the major part of its stock of meats is placed.

"It is rather unusual for a meat market to go in so heavily for display," Mr. O'Malley explains. "But I have found that customers buy most when they can see what they are buying. This rule applies to the canned goods and other articles in the food store, and there is no reason why it should not apply to meats.

#### Displays Only Attractive Meats.

"Care must be taken in a meat display to make sure that the meat is clean, firm and attractive in appearance. Meat showing blood clots, hacked edges, or a flabby appearance, should never be in a display case, for that is worse than no display.

"Difficulty in keeping meats cold while they are in a display case has been one great obstacle in the past. With mechanical refrigeration throughout the 38 feet of display counters in my market, I am able to keep the meat at a satisfactory temperature.

"I pay great attention to the lighting of my display cases. Good lighting can bring out the attractive appearance of meats and make them appear more appetizing than they would seem by daylight.

"Mechanical refrigeration and electric lights in display cases can help a butcher make more money through display than can a whole battery of clerks without these aids."

## Tell This to Your Trade

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

### FLANK STEAK WITH PRUNES.

Here is an inexpensive meat dish that is out of the ordinary and good enough to tempt most any appetite. No doubt many of your customers would try it if it were brought to their attention:

Cut in slices 2 ounces of fat pork, and cook until brown in an iron pot. Add a flank steak which has been cut crosswise into four to six pieces. Keep turning over the pieces in the hot fat until all are well browned. Then add the following: 1 thinly sliced onion, 2 diced carrots, 2 diced white turnips, 2 cupfuls shredded cabbage.

Season with salt and pepper and pour over all 2 cupfuls canned or stewed tomatoes. Add just enough water to cover the meat and vegetables and arrange on the top ½ pound of prunes. Cover closely and cook for two hours at the simmering point. Serve the meat in the center of a platter surrounded by the vegetables and garnished with the prunes, which should be removed first from the kettle.

### WAYS OF BOOSTING MEAT.

More than 270,000 copies of the new meat recipe book entitled "101 Meat Recipes Olde and New" have been distributed through the retail meat trade to the consumer by the National Live Stock and Meat Board. The final Christmas total is expected to reach the 500,000 mark. The board also reported at its recent semi-annual meeting that 700 newspapers of the country, located in every state in the Union, are being supplied regularly at their own request with articles on meat.

If meats get wet and slimy in your ice box, write to Retail Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.



## "Meat Retailing"

By A. C. SCHUEREN

A volume which transplants the former "butcher" into the Retail Meat Business.

A book which should be read by every one in the Meat Industry — Packer, Wholesaler, Salesman and Retailer.

*Its effect should be better and more profitable Retail Meat Distribution.*

Over 850 pages—163 illustrations—235 meat pricing charts — 60 useful tables.

For sale by

**The National Provisioner**  
Old Colony Bldg., Chicago  
Price \$7.00, postage extra



REFRIGERATED DISPLAY CASE IN A CHICAGO MARKET.

A feature of this display case is the arrangement for illuminating the interior. Lamps equipped with reflectors are installed outside of the case at the top. The proprietor says the meats appear more appetizing when displayed under artificial light.

### CHICAGO MEATS AND POULTRY.

There are 2,615 retail meat and poultry stores in Chicago, doing a business in 1926 of \$83,082,700, according to the census of distribution of Chicago, recently conducted by the U. S. Chamber of Commerce in collaboration with the U. S. Department of Commerce. Of grocery and delicatessen stores there were 8,475, doing a business totalling \$193,455,700, a portion of which was meat.

In 1926 the sales of the meat and poultry stores totalled \$93,675,500. Of these stores 191 did a business of less than \$5,000 a year; 279, less than \$10,000; 966 between \$10,000 and \$25,000; 655 between \$25,000 and \$50,000; 226, between \$50,000 and \$100,000; 52, between \$100,000 and \$250,000 and 4 stores did a business of over \$250,000 in 1926.

In addition there are 234 wholesale meat and poultry establishments, with 1926 sales amounting to \$347,817,300.

# New York Section

## Among Retail Meat Dealers

On Thursday evening of last week the Brooklyn Branch, New York State Association of Retail Meat Dealers, held a very interesting meeting from two angles. One was the election, which resulted in the officers for the past year being re-elected. They are: President, John Hildemann; first vice-president, William Schneider; second vice-president, Harry Hertzog; recording secretary, Leonard Sussel; corresponding and financial secretary, Harry Hertzog; treasurer, Joseph Lehner; warden, William Tscheller; orator, Albert Rosen; trustees, Anton Helm, Gus Young and J. Hahn. The other event was the presentation to Joseph Lehner, who has been a member of the branch for the last thirty years, of a Howard watch. During most of his membership in the association Mr. Lehner has held office. At the present time he is the treasurer, and prior to that he was the recording secretary.

Washington Heights Branch, New York State Association, held a meeting on Tuesday evening of this week, when two new members were welcomed into the branch. During the course of the meeting it was learned with regret that Leo Dahlman, one of the active members, had suffered a nervous breakdown. Sunday closing and other committee reports were interesting. At the next meeting, December 27th, there will be an election of officers for the year 1928, and nominations will be received from the floor.

## Bronx Branch Banquet and Ball.

An event that is eagerly anticipated by the members of the Bronx Branch, New York State Association of Retail Meat Dealers, and their friends is their annual banquet and ball. The 28th affair, held on Sunday, December 11th, at the New Terrace Garden, was no exception, as the representation from the Branch was apparently one hundred per cent perfect.

The New Terrace Garden with its reception rooms and large ballroom, is wonderfully arranged for a dinner and dance, the dinner being served on the balcony surrounding the ballroom and thus doing away with the necessity of waiting for the dancing. Probably the most fascinating part of the color schemes used during the dancing were the immense crystal chandeliers, which changed from red to blue and blue to yellow, or combined all three colors; and again, when the side lights were flashed on the big disks, reflecting sunbeams on the dancers. Dancing was enjoyed before, during and after the dinner, and more than one couple could truthfully say they had not missed a single dance.

The dinner was well served, and was one that would amply satisfy the epicure. Looking around among the diners one was impressed by the number of judges and other high dignitaries present. At the conclusion of the dinner President Philip Gerard in a short address introduced the toastmaster of the evening, Fred Hirsch.

In his address of welcome Mr. Hirsch thanked the wholesalers, the supply trade and all others who had helped to make the affair a social and financial success. The spirit of goodfellowship and merriment was in the air, and the speakers confined their remarks mostly to topics of a lighter vein. They were Judge Newman, Alderman Max Gross, State President George Kramer, Mrs. Charles Hembdt, president of the Ladies' Auxiliary; Martin Beck, chief clerk of the supreme court, and Miss M. B. Phillips of THE NATIONAL PROVISIONER.

During the evening old-time songs were sung and some of these were led by Mrs. L. Spandau. Shortly after midnight the orchestra played the Lohengrin wedding march in honor of Mr. and Mrs. A. DiMatteo, who were starting to celebrate the twelfth anniversary of their wedding. Business Manager Fred Hirsch, Chairman Louis Bauer and President Philip Gerard, with their officers and committees, are certainly to be congratulated upon the success of the banquet and ball.

In addition to the members of the Bronx Branch present, Brooklyn Branch was represented by Mr. and Mrs. Frank P. Burck and others; Washington Heights by President and Mrs. Charles Hembdt, Mr. and Mrs. A. DiMatteo and Mr. and Mrs. Gus Lowenthal; Ye Olde New York Branch by State President and Mrs. George Kramer, Mr. and Mrs. George Anselm, Mr. and Mrs. Louis Goldstein, Mr. and Mrs. Louis Miller and Mr. and Mrs. Oscar Schaeffer.

The officers and committees of the Bronx Branch:

Philip Gerard, president; Ernest Ritzman, first vice-president; David Hirshowitz, second vice-president; Philip Breitwieser, recording secretary; John Machovsky, financial secretary; Fred Vogelsang, treasurer; Rudolph Schumacher, orator; Frank Fiederlein, warden; Fred Hirsch, business manager. Trustees: F. Wehnes, G. Backes, W. Wolf, C. Zettl, F. Pinnow, L. Bauer, M. Roth, A. Kellerman, C. Barth, R. F. Schumacher.

The committees were as follows:

Arrangement Committee.—Louis Bauer, Chairman; M. Roth, R. Schumacher, P. Breitwieser, G. Backes, J. Machovsky, A. Kellerman, E. Ritzman, A. Birk, F. Ruggiero, C. Kratzler, Fred Hirsch, secretary.

Reception Committee.—Michael Roth, Chairman; P. Gerard, W. Aron, M. Adler, L. Seligman, J. Ammann, C. Back, S. Bachrach, W. Bantz, J. Bernheim, C. Bickel, C. Barth, H. Bornschier, J. Boccia, V. Bruno, S. Bleicher, S. Berney, J. Banst, A. Birk, H. Clark, J. Donovan, F. Doll, A. Graner, W. Gerhardt, A. Geiss.

Entertainment Committee.—Philip Endres, Chairman; J. Wyland, S. Willner, P. Diemer, P. Doersam, E. Ernst, E. Eienkel, R. Ehrenreich, W. Edelhauser, C. Elbert, H. Fleck, J. Entenmann, J. Francel, F. Frick, J. Heifferman, A. Heyman, H. Hunecke, T. Harnish, S. Herz, O. Hartman, L. Joseph, F. Graff.

Floor Committee.—Ernest Ritzman, Chairman; R. Schumacher, Floor Manager; L. Spandau, F. Ruggiero, E. Denny, J. Reinhardt, O. Epler, D. Hirshowitz, W. Ribbecke, C. Schneider, M. Simon, A. Schneider.

Program Committee.—Frank Fiederlein, Chairman; M. Roth, E. Ritzman, F. Muller, A. Birk, S. Bleicher, A. Weigandt, C. Schneider, C. Zettl, O. Epler, B. Greenstein, F. Kahn, F. Ruggiero, P. Doersam, C. Barth, L. Bauer, L. Spandau, P. Breitwieser, L. Rosenbaum, F. Wehnes, J. Reinhardt, F. Vogelsang, J. Mayer, P. Gerard, M. Witteborn, A. Neufeld, A. Kellerman, W. Wolf, C. Kratzer, Fred Hirsch.

Banquet Committee.—Fred Vogelsang, Chairman; L. Muller, C. Morstatt, H. Mitten, S. Manashes, C. Martino, F. Nathan, M. Neukirch, A. Neufeld, L. Pfeilschifter, F. Primow, G. Piston, F. Peterson, W. Pfeil, L. Rosenbaum, F. Reinhold, M. Reinhold, G. Ruehl, W. Steinbauer, W. Simonsen, G. Marrese.

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Ladies' Committee.—Philip Breitwieser, Chairman; J. Machovsky, E. Seibel, F. Vogelsang, A. Vogelsang, C. Steigerwald, E. Schilling, E. Silleck, A. Suran, B. Greenstein, S. Epler, N. Tanebaum, R. Trampel, R. Tilp, G. Gundlach, M. Eppinger, F. Fiederlein, M. Fier, S. Greenwald, J. Luscher, W. Mohring, O. Brontigan.

## Burck Heads Merchants' Association.

Frank P. Burck has been made president of the Smith Street Merchants' Association, Brooklyn, lately organized. The new association is having its first Christmas carnival and this will last all during the month of December. The territory covered is Smith street, extending from Douglas to Livingston street, and along this thoroughfare some 7,000 electric light bulbs are strung. During the month of December the members of the association are giving out coupons to the Smith street shoppers and on January 4th prizes will be awarded. Every week the different merchants offer special sales. Frank Burck has been in his present store at 142 Smith street for the last 41 years. He is a member of the Brooklyn Branch and is very active in all association matters.

Albert DiMatteo, an active member of the Washington Heights Branch, and Mrs. DiMatteo, recording secretary of the Ladies' Auxiliary, celebrated the twelfth anniversary of their wedding on Monday of this week.

## NEW YORK NEWS NOTES.

Lyman Craig, general manager, Parker Webb & Company, Detroit, was in New York during the week.

Frank J. Sullivan, president of the Sullivan Packing Company, Detroit, was a visitor to the city this week.

A. A. Millett, of the branch house department, Swift & Company, Chicago, spent a few days in New York.

G. J. Edwards, general manager of the New York territory of Swift & Company, is spending a few days in Chicago.

Charles E. Eikel, assistant general superintendent, Armour and Company, Chicago, was a visitor to the city this week.

C. H. Romeiser, branch house department, and F. D. Pexton, construction department, Wilson & Company, Chicago, spent a few days in New York this week.

J. Moog, formerly vice-president of Wilson & Company, now executive vice-president of Godchaux Sugars, Inc., New Orleans, La., was a visitor to the city this week.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending December 10, 1927: Meat.—Brooklyn, 302 lbs.; Bronx, 6 lbs.; total, 308 lbs. Poultry and Game.—Brooklyn, 108 lbs.

Among the visitors to the Cudahy Packing Company in New York this week were Vice-President G. C. Shepard, E. G. Havard, head of the produce department; R. W. Moody, head of the branch house department; A. H. Ruf, branch house construction department, Chicago; and O. G. Crannell, branch house construction department, Boston, Mass.



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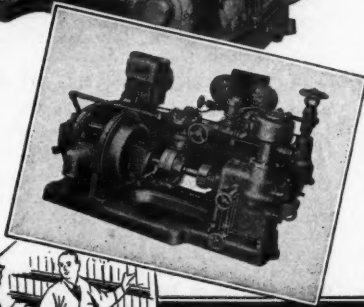
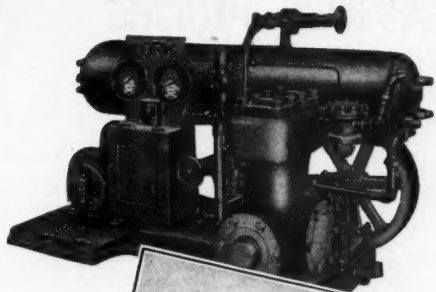


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See Page 67 for Classified Ads.



The York full automatic refrigerating unit is just the thing for the meat and produce market. Here is a machine obtainable in sizes ranging from one-half ton to eight tons daily capacity. It is a self-contained unit, direct-connected to motor, thus effecting an economy in power. It is small, compact, all parts readily accessible, and the entire unit is portable. Thousands of meat and produce men all over the country are eliminating waste and spoilage and conducting their establishments more profitably since installing York Equipment.

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# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, prime, 100 lbs.	\$15.00@15.50
Cows, medium	8.00@ 8.00
Bulls, light to medium	6.00@ 7.75

## LIVE CALVES.

Calves, veals, prime, 100 lbs.	\$16.50@17.00
Calves, common to medium, per 100 lbs.	11.00@14.50

## LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.	\$14.75@15.25
Sheep, 100 lbs.	2.50@ 6.50

## LIVE HOGS.

Hogs, heavy	@ 8.50
Hogs, medium	@ 9.35
Hogs, 120 lbs.	@ 9.00
Roughs	@ 7.00
Good Roughs	@ 7.50

## DRESSED HOGS.

Hogs, heavy	@14.00
Hogs, 180 lbs.	@14.50
Hogs, 180 lbs.	@14.50
Pigs, 80 lbs.	@15.00
Pigs, under 140 lbs.	@14.50

## DRESSED BEEF.

### CITY DRESSED.

Choice, native heavy	27 @28
Choice, native light	27 @28
Native, common to fair	24 @26

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	23 @25
Native choice yearlings, 400@600 lbs.	26 @27
Western steers, 600@800 lbs.	20 @21
Texas steers, 400@600 lbs.	16 @18
Good to choice heifers	23 @26
Good to choice cows	16 @17
Common to fair cows	14 @15
Fresh bologna bulls	@12up

## BEEF CUTS.

	Western.	City.
No. 1 ribs	24 @25	35 @40
No. 2 ribs	21 @23	28 @34
No. 3 ribs	@18	24 @27
No. 1 loins	29 @32	40 @44
No. 2 loins	28 @29	34 @38
No. 3 loins	22 @24	30 @33
No. 1 hinds and ribs	30 @32	29 @34
No. 2 hinds and ribs	24 @25	25 @28
No. 3 hinds and ribs	21 @22	20 @24
No. 1 rounds	19 @20	30 @21
No. 2 rounds	@18	18 @19
No. 3 rounds	@17	@17
No. 1 chucks	19 @22	21 @23
No. 2 chucks	@18	19 @20
No. 3 chucks	@13	17 @18
Bolognas	@ 6	14 @14½
Rolls, reg., 6@8 lbs. avg.	@22	@23
Rolls, reg., 4@6 lbs. avg.	@17	@18
Tenderloins, 4@6 lbs. avg.	@60	@70
Tenderloins, 5@6 lbs. avg.	80	@90
Shoulder clods	10 @11	

## DRESSED CALVES.

Prime	24 @25
Choice	21 @23
Good	19 @20
Medium	15 @18

## DRESSED SHEEP AND LAMBS.

Lambs, choice spring	25 @26
Good lambs	24 @25
Lambs, poor grade	20 @22
Sheep, choice	15 @16
Sheep, medium to good	12 @14
Sheep, culls	8 @10

## SMOKED MEATS.

Hams, 8@10 lbs., avg.	20½ @21
Hams, 10@12 lbs. avg.	19½ @20
Hams, 12@14 lbs. avg.	19½ @20
Picnics, 4@6 lbs. avg.	16 @16½
Picnics, 6@8 lbs. avg.	15 @16
Solletes, 6@8 lbs. avg.	16 @17
Beef tongue, light	24 @26
Beef tongue, heavy	28 @30
Bacon, boneless, Western	24 @ 25
Bacon, boneless, city	21 @22
Pickled bellies, 8@10 lbs. avg.	18 @19

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	18 @19
Pork tenderloins, fresh	55 @60
Pork tenderloins, frozen	40 @45
Shoulders, city, 10@12 lbs. avg.	16 @17
Shoulders, Western, 10@12 lbs. avg.	14 @15
Butts, boneless, Western	20 @21
Butts, regular, Western	17 @18
Hams, Western, fresh, 10@12 lbs. avg.	18 @19
Hams, city, fresh, 6@10 lbs. avg.	21 @22
Picnic hams, Western, fresh 6@8 lbs. avg.	13 @14
Pork trimmings, extra lean	20 @21
Pork trimmings, regular, 50% lean	10 @11
Spare ribs, fresh	15 @16

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	75.00
Black hooft, per ton	45.00@ 50.00
Striped hooft, per ton	45.00@ 50.00
White hooft, per ton	55.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	100.00
Horns, avg. 7¼ oz. and over, No. 1a	300.00@325.00
Horns, avg. 7¼ oz. and over, No. 2a	250.00@275.00
Horns, avg. 7¼ oz. and over, No. 3a	200.00@235.00

## FANCY MEATS.

Fresh steer tongues, untrimmed	@28c a pound
Fresh steer tongues, l. c. trim'd	@38c a pound
Sweetbreads, beef	@65c a pound
Sweetbreads, veal	@1.00 a pair
Beef kidneys	@15c a pound
Mutton kidneys	@ 8c each
Livers, beef	@27c a pound
Oxtails	@18c a pound
Beef hanging tenders	@26c a pound
Lamb fries	@10c a pair

## BUTCHERS' FAT.

Shop fat	@ 2½
Breast fat	@ 4½
Edible suet	@ 7
Cond. suet	@ 5½

## SPICES.

	Whole.	Ground.
Allspice	19	22
Cinnamon	16	19
Cloves	20	25
Coriander	10	13
Ginger		15
Mace	1.05	1.15
Nutmeg		40
Pepper, black	38	48
Pepper, Cayenne	40	44
Pepper, red		35
Pepper, white	53	57

## GREEN CALFSKINS.

	5-9 9¼-12¼	12¼-14	14-18	18 up
Prime No. 1 Veals	.26	3.00	3.45	3.65
Prime No. 2 Veals	.24	2.80	3.20	3.40
Buttermilk No. 1	.23	2.65	3.10	3.30
Buttermilk No. 2	.21	2.45	2.85	3.05
Branded Gruby	.15	1.80	2.15	2.35
Number 3				3.10

## CURING MATERIALS.

	Bbls. per lb.	Dbl. Bags
In lots of less than 25 bbls.:		
Double refined saltpetre, granulated	6c	5½c
Double refined saltpetre, small crystal	7½c	7½c
Double refined large crystal saltpetre	8¼c	8¼c
Double refined nitrate soda, granulated	4c	3½c
In 25 barrel lots:		
Double refined saltpetre, granulated	5½c	5½c
Double refined saltpetre, small crystal	7¼c	7¼c
Double refined saltpetre, large crystal	8¼c	8c
Double refined nitrate soda, granulated	3½c	3½c

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	27 @29
Western, 48 to 54 lbs. to dozen, lb.	25 @27
Western, 48 to 47 lbs. to dozen, lb.	23 @25
Western, 36 to 42 lbs. to dozen, lb.	21 @23
Western, 30 to 35 lbs. to dozen, lb.	20 @21
Fowls—fresh—dry pld.—prime to fecy—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	30 @31
Western, 48 to 54 lbs. to dozen, lb.	28 @29
Western, 48 to 47 lbs. to dozen, lb.	26 @27
Western, 36 to 42 lbs. to dozen, lb.	24 @25
Western, 30 to 35 lbs. to dozen, lb.	22 @23
Fowls—frozen—dry packed—fair to good—12 to box:	
Western, 60 to 65 lbs., lb.	26 @28
Western, 55 to 59 lbs., lb.	25 @27

Western, 43 to 47 lbs., lb.	22 @24
Western, 30 to 35 lbs., lb.	19 @20

### Ducks—

Long Island, prime	23 @24
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### Squabs—

White, 11 to 12 lbs. to dozen, per lb.	@30
Prime, dark, per dozen	1.75@2.25

## LIVE POULTRY.

Fowls, colored, per lb., via express	21 @22
Geese, swan, via express	12 @13
Turkeys	20 @22
Pigeons, per pair, via freight or express	@24
Guineas, per pair, via freight or express	@24

## BUTTER.

Creamery, extras (92 score)	@40
Creamery, firsts (90 to 91 score)	47 @51
Creamery, seconds	40½ @41½
Creamery, lower grades	39½ @40

## EGGS.

Extras, gathered	53 @54
Extra firsts	49 @52
Firsts	44 @46
Checks	28 @30

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

Ammoniated.	
Ammonium sulphate, bulk, delivered per 100 lbs.	@2.40
Ammonium sulphate, double bags, per 100 lbs. f. a. s. New York	@2.50
Blood, dried 15-16% per unit	@4.50
Fish scrap, dried 11% ammonia, 10% B. P. L. f. o. b. fish factory	Nominal
Fish guano, foreign 13@14% ammonia, 10% B. P. L.	4.90 @ 4.95
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. f. o. b. fish factory	4.50 @ 4.55
Soda Nitrate, in bags, 100 lbs. spot	@ 2.50
Tankage, ground 10% ammonia, 15% B. P. L. bulk	5.00 @ 5.10
Tankage, unground, 9@10% ammonia	4.50 @ 4.60

### Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@22.50
Bone meal, raw 4½ and 50 bags, per ton	@23.50
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% fat	@ 9.50

### Potash.

Manure salt, 20% bulk, per ton	@12.50
Kalnit, 12.4% bulk, per ton	@ 9.50
Muriate in bags, basis 80%, per ton	@36.50
Sulphate in bags, basis 90%, per ton	@45.50

### Beef.

Cracklings, 50% unground	@ 1.10
Cracklings, 60% unground	@ 1.10

### Meat Scraps, Ground.

50%	@70.00
55%	@73.00

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19 0.20  
23 0.24  
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1.75(0.15)

21 0.20  
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